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THE AMERICAN
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WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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FREDERICK A. STOKES COMPANY

NEW YORK

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

January 20, 1912

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

GETTING THE RETAILER'S VIEW-POINT

"ONCE upon a time" a publisher, not as familiar then with selling methods and problems as he is now, put out a rather well-gotten-up holiday edition of—well, we'll say "Uncle Tom's Cabin" (though it wasn't). He figured up his costs—paper, printing, illustrations, engraving, cover, stamping, jacket, box and all the rest—added the proper percentages for overhead expense, advertising, profit, wholesale and retail margin, and set the retail price of his book at \$4. It was a fair price, considering costs. The publisher prepared dummies, sent his one salesman out—he was a small publisher—and took a breathing spell before himself personally calling on the jobbing trade with his fall line.

But very soon, on this book, his salesman reported trouble. "It doesn't go," he wrote. A took two where he should have taken ten. B wouldn't touch it. C said outright the price was too high. And when C's statement was corroborated by two or three other retailers, the salesman—and he was a good salesman, and knew his business—wrote to the publisher: "'Uncle Tom's Cabin' won't stand up to competition at the \$4 price; we've got to cut it."

Whereupon the publisher took out pad and pencil and did some figuring. And when he got through he decided they couldn't cut. All their estimates had been moderate; more than that, they shouldn't, considering figures, have to cut! The salesman must in this case be wrong; and the publisher sallied forth to the jobbers.

But there he, too, met rebuff on this particular item of his line. "Oh, yes, we'll take twenty-five copies; there's some people who'd buy 'Uncle Tom's Cabin' anyway—no other edition." "But you should take a hundred, anyway," said the publisher. "Can't see the value at \$4," said the jobber, "merely as a holiday gift-book proposition. Here," he added, "compare your book with this at \$3, and *this* at \$3, and this one at \$2.50, and all this line of Blank's at \$2 net."

And the publisher "compared." He saw that these latter books had four or five illustrations instead of the ten in his book; and that they were printed in three colors instead of the five that he had used—with, he had to admit, practically as good effect. Their 250 pages, with thicker paper, bulked as big as his 350. They had two or three stampings on their covers; he had four, and his gold was scattered over his cover in a way that meant 300 per cent. waste, so far as leaf was concerned, whereas theirs, making just about as much show, was concentrated. In short, their manufacturing cost had been from 30-40 cents a copy, where his had been 54.

"But my book has had the money put into it, all right," retorted the publisher, after the comparison, but a little weakly, "and to anyone who knows, it shows."

"Ah, there you've struck the point," said the jobber; "most people don't know the difference. Of these two books, one looks *about* as good as the other; they would, in nine cases out of ten, if simply buying a gift, take the \$2.50 book rather than yours. The retailer, if he knows his business, knows they will, and won't touch your book."

Whereupon the publisher, a sadder, but wiser, man, went back; cut his "Uncle Tom's Cabin" to \$2.75; sold it out at a loss; made a second edition with every item of expense *that didn't show on the counter* pared down to a minimum—and almost came out even on the book, as a whole!

But the publisher had had brought home to him emphatically the importance of the general public's—and hence of the retailer's—point of view. Not all books sell from counter display; with a great many—indeed, in the majority, let us hope—contents are more important to the buying public than exteriors. The point is to realize in advance *how* the public and the retailer will view the book, and to manufacture, sell and price it accordingly.

Getting the retailer's viewpoint means exercising the imagination. Some book may be the fruition of the publisher's long-cherished desire, the spoiled child of all his publishing family. But he must remember that the retailer looks at it very cold-bloodedly; to him it is primarily but a piece of merchandise; to handle it, he must see a public and a profit for it.

The best training any publisher can have had is to have worked in a retail bookstore. The best place for an advertising man to get ideas or for a salesman to discover both the flaws and selling points of his line is "on the floor." Opportunity for either to get a little of such experience once a year or oftener is not lightly to be despised. For the retailer, too, has his troubles; and the publisher who can, in actuality or imagination, put himself in the retailer's place, is the one who can most surely diagnose them and most quickly relieve them.

The tendency of the selling end of any business—a tendency constantly to be guarded against—is to look at goods from the manufacturing point of view. Instead of saying of a line of books, "Will they sell?" say, "Will they buy?" The shift in emphasis in those two phrases is slight, but it involves a world of difference in meaning and attitude; for unconsciously, as you say the words, you put yourself in the shoes of the retailer and of the public, his customer.

POSTMASTER GENERAL HITCHCOCK has taken the extraordinary step of proposing government ownership and administration of telegraphic service without obtaining the previous assent of the President. President Taft has indicated his opinion that the proposal is premature, but has not otherwise disavowed the act of his Cabinet officer. Naturally the proposal has excited vehement discussion among Congressmen and in the newspaper press, though it is not yet, and may not be, in official shape. Meantime the Administration, from the President down to the Fourth Assistant Postmaster General, is thoroughly committed to the parcels post, both as a public service and a revenue measure; and the change of heart is thoroughly gratifying. Congress is likely to pass a parcels post measure which may go somewhat beyond the extremely conservative proposal of the Postmaster General. As to the telegraph service, discussion may fairly be postponed until the

parcels post is under way. There are many arguments for identifying the telegraphic with the postal service, but also effective arguments on the other side. If the telegraph, why not the telephone? The British government has given the British public cheap telegraphic service, but partly because it is done at the expense of the taxpayers, and it is now taking over telephonic service, although so far government administration of this branch has in general been less effective than private administration.

DINNER TO JOSEPH F. VOGELIUS.

CELEBRATES HIS FIFTIETH ANNIVERSARY WITH
HENRY HOLT & COMPANY.

A LITTLE dinner, which Mr. Henry Holt characterized as "a family affair," was given on December 22, 1911, in honor of Joseph F. Vogelius, treasurer of Henry Holt & Co., to mark the completion of his fifty years of uninterrupted association with that firm under the several changing organizations of its history. Mr. Henry Holt personally arranged the dinner, the stockholders of the corporation meeting in the Council Chamber of the Yale Club. Those present were Mr. Holt, Roland Holt, E. N. Bristol, A. W. Burnett, Horace G. Butler, Alfred Harcourt and the guest of honor, J. F. Vogelius. The dinner was truly a family gathering: there were no set speeches, but some pleasant "reminiscencing" from the older members.

A complete surprise to Mr. Vogelius was the loving cup designed by Mr. Henry Holt, and presented in the happy manner of which Mr. Holt is past master.

The history of the firm of Henry Holt & Co. was fully given in the PUBLISHERS' WEEKLY for February 12, 1910, in connection with Mr. Holt's delightful reminiscences on the occasion of his reaching his seventieth birthday. But it is fitting that the personal happenings in Mr. Vogelius' half century of faithful work should be told by one who knows his "indispensableness" and fine qualities.

Joseph Francis Vogelius was born in Brilon, Prussia, September 18, 1848, and came to America in 1852, his family settling in Philadelphia. He left school in 1861, and on February 2 secured a position as errand boy in the foreign bookstore of Frederick Leypoldt. He says he was the happiest boy in the world to get among books, and Mr. Leypoldt, who had been through the same experience, at once took a fancy to the enthusiastic lad. His parents lived far from the store and Mr. Leypoldt offered him a home with him. Here, inspired to learn, as everyone was who came in contact with Mr. Leypoldt, the young man studied hard under the most favorable intellectual conditions. The War between the States in 1861 stopped foreign importation, and Mr. Leypoldt turned his attention to the

publication of English translations of German and French books.

In 1863 his first venture appeared, Andersen's "The Ice Maiden and Other Tales," translated by Fanny Fuller. This was soon followed by Charles Godfrey Leland's translation of Heine's "Book of Songs," Brooks's translation of Kortum's "The Jobiad," "Mendelssohn's Letters," photographic reproductions of Doré's "Dante's Inferno;" and in conjunction with Urbino of Boston and Christern of New York, French and German text-books were added.

While these publications were going through the press young Vogelius carried proofs between authors and printers, and messages between paper makers and binders, and learned the rudiments of book manufacturing.

In 1864 Mr. Leypoldt came to New York to establish a branch house at 646 Broadway, and his faithful collaborator willingly accompanied him. Here they went through strenuous days together, living in a make-shift way on the premises, and sharing what they had and what they hadn't with unwavering loyalty on both sides.

In addition to their own publications, the house here became agents for the Tauchnitz collection of British authors, and for the publications of Firmin Didot & Co., of Paris. In 1865 the Philadelphia store was discontinued.

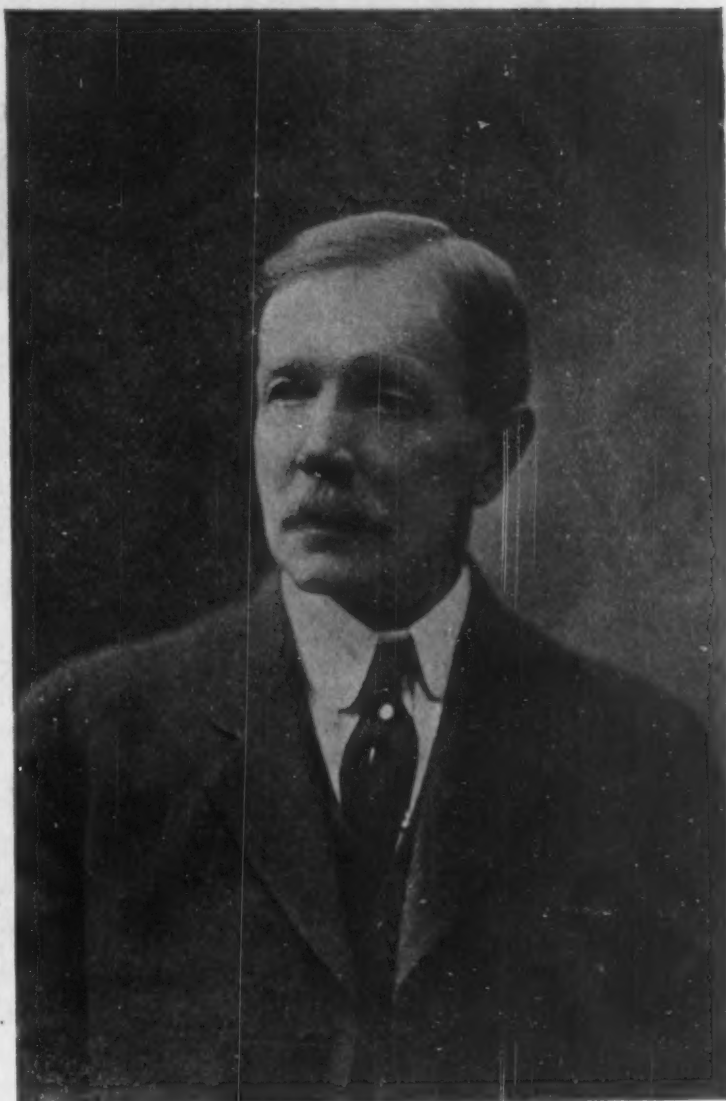
In the fall of 1865 Mr. Henry Holt came as clerk to Mr. Leypoldt, and in 1866 the partnership of Leypoldt & Holt was formed. From here on Mr. Vogelius' life becomes that of Henry Holt and Company.

When Mr. Leypoldt married in 1867, Mr. Vogelius was taken into his home, and there also he made himself, as ever, "indispensable." Mr. Vogelius himself married in 1869.

In 1868 the house published the first number of Leypoldt & Holt's *Literary Bulletin*, under the editorship of Mr. Leypoldt. Out of this grew the present PUBLISHERS' WEEKLY. Mr. Vogelius secured the first advertising pages for the *Bulletin*.

Mr. Vogelius has always worked indefatigably and generously for the booktrade. In 1879 he started the Booksellers and Stationers Provident Association and was its first secretary. During its existence, from 1879 to 1903, the association distributed over \$150,000 to the widows and orphans of its members. From it grew The Booksellers' League, which Mr. Vogelius helped to form in 1895.

Mr. Vogelius resides in Bloomfield, N. J. He has been a member of its Board of Education for more than ten years, and is also member of the Board of Managers of the Bloomfield Savings Institution.



JOSEPH F. VOGELIUS.

USELESS BOOKS.

WHAT IS TO BE DONE WITH USELESS BOOKS?
THE ENORMOUS ACCUMULATION THAT
CLOGS OUR GREAT LIBRARIES AND
THE PROBLEM IT PRESENTS.

THE recent remarks of Lord Rosebery and Edmund Gosse on the worthlessness of most of the books in print, and the appalling rate at which our libraries are being clogged with fresh accumulations, has brought up anew the whole vexing question of obsolete books.

In an article on the subject in a recent issue of the *New York Tribune* an official of the New York Public Library who did not wish to be quoted said:

"The surplus book question comes up periodically. There are perhaps seventy-five million books in the United States, most of which are out of date and comparatively useless. According to the last available government statistics, our public, society and school libraries having 5000 volumes and over in 1908 possessed a total of 55,350,163 books. New York State led the list with about 9,000,000 volumes; then came Massachusetts, with about 8,000,000; then

Pennsylvania, the District of Columbia, Illinois and Ohio. The Congressional Library at Washington has about 1,800,000 volumes. We have in the New York Public Library, exclusive of our forty branches, about 1,400,000 books and pamphlets. Our capacity is double



LOVING CUP PRESENTED TO MR. VOGELIUS AT HIS FIFTIETH ANNIVERSARY DINNER.

The inscriptions on the three sides of the cup are:

IN COMMEMORATION
OF
FIFTY YEARS OF GOOD WORK
[IN WHICH WE ALL HAD SOME SHARE]
AND IN HOPE OF MORE

—
TO
JOSEPH F. VOGELIUS

WITH LOVE OF
HENRY HOLT
EDW. N. BRISTOL
ROLAND HOLT
ARTHUR W. BURNETT
HORACE G. BUTLER
ALFRED HARCOURT

(The names are engraved in facsimile handwriting.)

—
NEW YORK
DECEMBER TWENTY-SECOND
1911

that, and we will begin to worry about space a quarter of a century hence.

THE GREAT STOREHOUSES.

"Small libraries should undoubtedly clear out their old material to make room for the new, but instead of destroying the old they should give the great libraries of New York, Boston and Washington a chance to pick out what they want. The British Museum, the Bibliothèque Nationale at Paris and our great libraries are places where absolutely everything should be kept. It is our policy to preserve everything that comes along. We do not buy everything, because we can't afford it, but we will take anything printed, and much that is written, if presented to us. Old school-books, encyclopædias, almanacs, scrapbooks, ledgers—all that the second-hand dealer rejects is thankfully received by us. This is not because we have a reverence for the written word like that of the Mahometan, who won't destroy the least scrap of paper which has writing on it; he thinks there might be a text of the Koran on the scrap of paper. Nor do we share the superstition of the Tibetans, who use prayer wheels operated by wind power; or of the voodoo men, who ascribe magical functions to writing, or of the unlettered American, to whom a book is a book and its value is determined by its weight.

"Our view is more practical. We aim to have a world's storehouse of knowledge. We cannot have a record too complete. No man can say that this or that printed trifle may not possess a value in the future. Science, history, art, literature often depend on the trifles of a library. The expense book of a monk of the Middle Ages, neglected and despised by king-and-court historians, gave Thorold Rogers the basis for much of his great work on 'Work and Wages.' A pamphlet resurrected from some library not long ago enriched the world with the epoch-making, biological theory of Mendelism. Here is a ridiculous little book of the fifteenth century, full of fables and superstitions, but it gives the date of the appearance of a comet and supplies astronomers with useful information. Old directories of New York have their value for historical, economical, legal and perhaps other purposes. I suggested to Columbia University that it would be worth while for some one up there to go over the city directory of 1800 and cull out the Sullivans, the Cohens, the Schmidts and so on, which would indicate the racial population of that time. An old book not long since helped to establish a geological fact—the rate of recession of Niagara Falls. It recorded the location of the crest in the early part of the last century. One bit of knowledge depends on another; the little is connected with the great. We learn from a book more and otherwise than the author intended. A poem may contribute unwittingly to hydrographic science, and a semi-fabulous book of travels may shed light on the problems of ethnology or the origin of marriage. We have made quite a collection of merchants' ledgers. Some day they will be use-

ful in an economical study of New York, or otherwise.

NEWSPAPERS PERISHING.

"There is no better historical record than the newspapers, of which we have preserved many. The trouble with our modern wood-pulp newspapers is that they will not last. One day of sunlight fades them; they turn yellow and eventually crumble to pieces. There are only two English newspapers, the *London Times* and the *Evening Post*, of New York, which promise to endure physically. These are printed on paper containing rags. Some time ago I suggested to an editor of a New York newspaper that he should have printed twenty-five copies daily on a superior rag paper for preservation in libraries throughout the country. A guarantee of \$50 annual subscription for each copy thus printed was made. The editor consulted with his mechanical department and found the thing was not practicable. There has been some improvement in wood pulp paper since its introduction. Mr. Edison's metal paper—thin sheets of nickel—may some day solve the problem of endurance.

BOOKS THAT PERISH.

"As things stand at present, the suggestion to destroy books is rather superfluous. Many modern books, like the newspapers, are destroying themselves. They are committing suicide, fading and crumbling away. The ordinary novel, printed on wood pulp paper, cannot live long. We invest in few current novels here. Those which are bought for the circulating departments of our branches become pretty well worn out in a few months' handling. The remains of them are given to charitable institutions, seamen's homes, asylums, hospitals and the like. We do not consider it worth while to keep, or at least to spend money on, many popular novels. When it comes to the spending of money, not the reception of gifts, we naturally exercise a choice and selection which may or may not be wise. Librarians differ in their views and have their individual limitations. In regard to gifts we are often hampered by conditions. Donors want a special room, no division or dispersal of their collections and so on. We are sometimes obliged to refuse extremely valuable offerings because of these unreasonable conditions. We are willing to put in a book label 'In memory of Jane Smith' and to set up a tablet and all that, but we have no special room to give, and we don't care to destroy the unity of our system even for the sake of a costly gift.

"The criterion of popularity or demand does not apply to the contents of a great library. Whether a work is asked for daily or once in ten years is not essential, except for convenience and accessibility. However, we have started here the system which is used in the circulating branches, and which shows precisely how often a book is called for. A card within the cover of each book is stamped with the dates on which it leaves the stacks to enter the reading room. At the end of six months we will be in a position to compile data on the

most called for books. In general, the books in largest demand reflect current events and world happenings. A comet, a coronation or a war causes a demand for books on these particular or collateral subjects. Strange to say, the Italian war has not caused much demand for literature on Tripoli. We were recently puzzled by an extraordinary thirst for geographical knowledge on the part of men, women and little children. We discovered the reason for this to be a names-of-places contest in a newspaper."

To indicate the scant esteem in which modern fiction is held in the New York Public Library, it may be stated that that institution does not contain the complete works of Kipling.

Actual and deliberate book destruction is going on to a considerable extent to-day. Recently the National Club, of London, sent eight hundred volumes to the pulping mills. A university publishing an encyclopædia is fostering the destruction of old editions by giving a rebate to purchasers who own the old volumes and who will "tear out the first ten pages of each volume, mail them to us and destroy the rest." Regardless of the motive of the publishers, which is evidently to save the market from a glut of old volumes, which might compete with the new edition, it is argued that this course is desirable in the interest of the public.

"BOOK CEMETERIES."

Ex-President Eliot of Harvard some years ago at a conference of the American Library Association advocated cemeteries for "dead" books, and thought that these might be established near Boston, New York, Washington, the eastern slope of the Rockies and the Pacific Coast. These literary graveyards, or rather bibliographic mausoleums, would be built on cheap land, would be flat roofed and would contain stacks, so that books could be placed on shelves three deep, marked only by a serial number. For economical spacing "the dead ones" would be grouped only according to size; theology, poetry and sciences would repose together in the fellowship of death and like dimensions. There would be double windows to exclude cold and dust from the last resting place of the books. Students would be permitted to resurrect these volumes, an operation which might take a day or two.

The question of which books to put in such a limbo did not seem difficult to Dr. Eliot, who invoked the criterion of demand. Any book not called for in several years should be sentenced to the cemetery. A great part of our books are naturally outdated by each generation reprinting and re-editing, new encyclopædias, gazetteers, biographies, histories, travels. Harvard's library has been pinched for room three times in sixty years.

"It has been said that the present generation cannot determine the taste in books which any future generation will manifest," remarked Dr. Eliot, "and therefore that present disuse of a book is not to be accepted as evidence that it is dead outright and forever. This

suggestion has some truth in it, but it does not go far. There are few books now in use which have been resurrected after long burial; but if there were such books, their temporary storage in the house of disused books would not prevent their restoration to some of the active libraries when the new generation had discovered or rediscovered their merits. I am not proposing a crematory for dead books, but only a receiving tomb."

A superstitious book reverence lingers with us, said a bookish young man, from the days of the alphabet's invention and the time of scarcity in written or printed matter. The burning of the Library of Alexandria two thousand years ago was a crime against civilization, because books and libraries were then so few. There were no Carnegies in those days. In the Middle Ages, likewise, the destruction of books and manuscripts was properly considered a barbaric deed. In Milton's time books were still so scarce that the author of "Paradise Lost" was justified in his almost theological view of book immortality. "For books are not absolutely dead things," wrote Milton. "A good book is the precious life-blood of a master spirit, embalmed and treas-

HIGH PRICES AT HOE SALE CONTINUE.

THE TOTAL TO THURSDAY, \$1,384,579—MANY BOOKS MAKE NEW RECORDS, THOUGH MANUSCRIPTS FALL SHORT—NEW MARKS FOR POPE, GOLDSMITH, IRVING, CAXTON, MILTON, ETC.

THURSDAY, January 12th, added \$36,444.25 to the total receipts of the Hoe library.

The highest price at the afternoon session was \$2,700, paid by George D. Smith for a first edition of "Christian Prayers and Meditations in English, French, Italian, Spanish, Greeke and Latine," printed in London in 1569. The underbidder was Bernard Quaritch. This work is commonly known as "Queen Elizabeth's Prayer Book."

The Hoe copy has the title page and portrait of Elizabeth on the last leaf of text and colophon leaf in facsimile. The only known perfect copy is that on vellum in the Lambeth Palace Library, from which the Hoe copy's facsimile was made. It is believed that John Foxe, author of the "Book of Martyrs," collected the prayers and edited the volume for Queen Elizabeth's private use.



HARPER & BROTHERS
PUBLISHERS FRANKLIN SQUARE
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JANUARY 1, 1912

With our first use of the date 1912
permit us to wish for you a par-
ticularly Happy New Year -
Sincerely Yours
Harper & Brothers

AN INTERESTING NEW YEAR'S GREETING CARD FROM HARPER BROS.

The original is engraved in fac-simile handwriting.

ured up on purpose to a life beyond life." Even a century ago the output of books was so slight that Horne Tooke boasted he had read everything printed in the English language—in fact, he thought he had read everything in the book and manuscript line extant. To-day there are untold millions of books and tens of thousands of libraries. More volumes are published in a year than the civilized world possessed a century ago. We could burn a Library of Alexandria every day in the year and never know the difference in our progress or knowledge. If the torch were put to all the books of all the civilized countries except one, the world would soon be resupplied with its useful books.

A set of the Eliot Indian tracts, consisting of nine tracts, lacking only the fifth and tenth, brought \$2,240. The first tract, "New England's First Fruits," authorship unknown, printed in London in 1643, and the fourth went to Dr. Eliot, Jr., of this city, for \$235. Dr. Eliot claims descent from John Eliot, the celebrated apostle to the Indians of New England. Dodd & Livingston paid \$135 for the third of the tracts, "The Clear Sun-Shine of the Gospel breaking forth upon the Indians in New England," written by Thomas Shepard, and printed in London in 1648.

The seventh of the tracts, "Tears of Repentance," by John Eliot and Thomas Mayhew, London, 1653, went to Dodd & Living-

ston for \$265. The eighth tract, "A Late and Further Manifestation of the Progress of the Gospel Amongst the Indians in New England," printed in London in 1655, was bought by Dr. Eliot for \$325. He also paid \$385 each for the ninth and eleventh tracts, "A further Account of the Progress of the Gospel," London, 1659, and "A Brief Narrative of the Progress of the Gospel," London, 1671. The last-named tract is one of the scarcest of the series. The Rev. T. P. Marvin, in making his reprint in 1868, stated that it was made from a manuscript copy of the one in the British Museum, owing to his inability to find one in America.

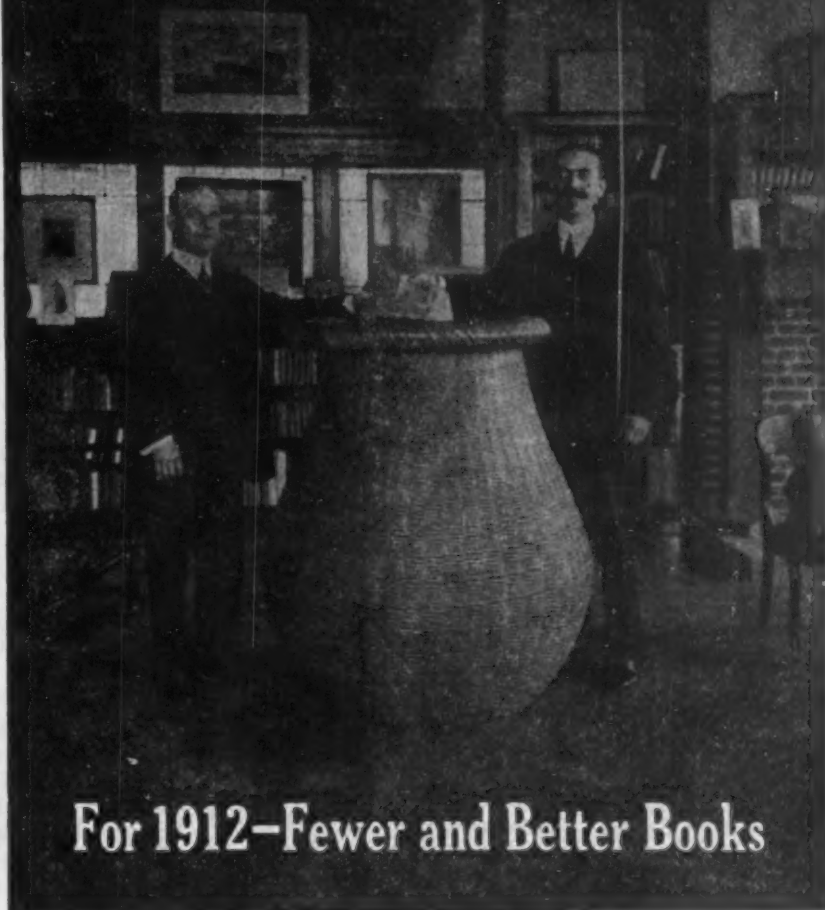
"Les troys premiers livres de l'histoire de Diodore Sicilien," translated from Latin into French by Anthoine Macault and printed in Paris in 1535, was knocked down to Bernard Quaritch for \$1,475. It is printed on vellum, and is extremely rare. A full page woodcut in it of Francis I., listening to the reading of the book, is regarded as Geofroy Tory's masterpiece, it having been used by Mallard, the printer of the work, when he took over the stock of Tory, who died in 1533. This copy belonged to François de Bourbon, Duc d'Estouteville, granduncle of Henry IV., whose arms, with those of d'Estouteville, are painted in gold and colors on the verso of the title. It is from the libraries of the Duc de la Vallière, MacCarthy-Reagh, Baron Pichon, and Lord Ashburnham. At the Ashburnham sale in 1897 it brought \$785.

A copy of Fenelon's "Les Aventures de Telemagne fils d'Ulysse," first complete edition, Paris, 1717, went to Charles Scribner's Sons for \$1,350, with Mr. Quaritch as under-bidder. Louis XVI. carried this work with him into the prison of the Temple, and a slip of paper, still attached to a flyleaf, indicates that it was No. 1054 in an inventory of the belongings of Louis Capet. It was probably the copy used by the king for the daily lessons that he gave to his son.

THURSDAY EVENING SESSION.

An extremely rare, early American history, John Filson's "Discovery, Settlement, and

The Editorial and Sales Departments of Doubleday, Page & Co. have got together over Our New Scrap Basket



For 1912—Fewer and Better Books

A POST CARD OF NEW YEAR'S GREETING FROM DOUBLEDAY, PAGE & COMPANY.

Present State of Kentucky," printed at Wilmington in 1784, was the most valuable item of the evening session. It contains the excessively scarce map engraved in Philadelphia by Henry D. Purcell and printed for the author in 1784.

The existence of this map was doubted for many years, and this was the first copy with this map ever offered at auction. A sheet of paper is loosely inserted, on which are three lines in the autograph of Daniel Boone.

This rare Americana was knocked down to Dodd & Livingston for \$1,250. It is one of the best bargains of the Hoe sale thus far.

George D. Smith paid \$1,050 for a rare treatise, "Concernynge the fruytfull sayngs of David the Kynge and prophete in the seven penytenyall psalms," by John Fisher, Bishop

of Rochester, England, and a martyr. The treatise was printed by Wynkyn de Worde, successor of William Caxton, in London in 1508. The Menzies copy sold in this city in 1891 for \$200. A second edition of the same work, London, 1509, also printed by Wynkyn de Worde, went to the same bidder for \$650. It is almost as rare as the first edition. It is the Corser, Utterson, and Menzies copy, which brought \$200 at the Menzies sale in 1891.

A copy of John Froissart's famous "Chronicles" in French, printed in Paris by Antoine Verard, between 1495 and 1500, was obtained by Dodd & Livingston for \$1,250. It is on vellum, and contains 165 finely painted and illuminated miniatures. The Ashburnham copy sold in London in 1897 for \$950.

RARE GOLDSMITH ITEMS.

Rare Oliver Goldsmith first editions were a feature of the sale. The first quarto edition of "The Deserted Village," London, 1770, went to Mr. Smith for \$575. This is the record price. It is an uncut copy. A first edition of "The Haunch of Venison," London, 1776, also an uncut copy, was knocked down to Dr. A. S. W. Rosenbach of Philadelphia for \$635. It cost Mr. Hoe \$350. A first edition of "An Enquiry into the Present State of Polite Learning in Europe," London, 1759, brought \$710. A. E. Newton of Philadelphia, who owns a remarkably fine collection of Goldsmith works, paid \$425 for a first edition of "The Traveller," London, 1765, a presentation copy from the author.

This same copy sold in London in 1900 for only \$18. The present price is the record. Dodd & Livingston paid \$1,450 for a first edition of "The Vicar of Wakefield," Salisbury, 1766. It is the earliest issue, having the misprint "Walkefield" for "Wakefield" in the headline at page 95, volume II. It is a presentation copy from Goldsmith. From the author, "on" his autograph, is written on the title of vol. I. The price paid for the book by Mr. Newton is by far the highest record price.

There was a sharp contest between Messrs. Quaritch and Smith for possession of "Batman Uppon Bartholome, his Booke de Proprietatibus Perum," by Bartholomew Glanvil, London, 1552. It is said that Shakespeare was well acquainted with this work. It was knocked down to Mr. Smith for \$660. It is said that the English record price for it is only \$33.75.

\$8,000 FOR CAXTON TRANSLATION.

The highest price accorded at the afternoon session Friday was \$8,000, brought by a copy of Ralph Higden's "Polycronicon," translated by William Caxton, England's first printer, and issued by him from his press at Westminster in 1482. It is a perfect copy with the exception of blank leaves 1, 246, and 450, which are missing. The first leaf is skillfully mended, and there are some worn holes. The volume contains 450 leaves, 20 unnumbered and 430 numbered. In this numeration are in-

cluded 5 blank leaves with signatures. There are 40 lines to the page, and the book is rebound in brown levant morocco by Bedford.

It is an unusually large copy. The pages are ruled in red ink. Marginal notes, tie initials, and paragraph marks are also in red ink. As the basis of his version Caxton used the translation into English by John de Trevisa in 1357, and added an eighth book, which continued the chronicle to 1460. The book is particularly interesting because it is Caxton's only original work of any magnitude. Seymour de Ricca, in his "Census of Caxton," records eight perfect copies only, some of which are made up. It is said that the only copies comparable with the Hoe example are those belonging to Earl Spencer, now in the John Rylands Memorial Library in Manchester, England, and the copy which is in the New York Public Library, and which is from the Towneley, Sykes, Dent, Perkins, and Ives collections. It brought \$1,300 at the Ives sale in 1891.

The chief competitors for the Hoe copy were George D. Smith, Bernard Quaritch, and Dr. Giuseppe Martini. It was said that Dr. Martini was bidding for J. Pierpont Morgan, but this he himself denied. The bidding was spirited right to the end. Mr. Smith won the prize by an advance from \$7,750 to \$8,000.

A rare work on America, "Virginia's Cure; or, An Advisive Narrative Concerning Virginia," by Robert Gray, first edition, London, 1662, was knocked down to Dodd & Livingston for \$710. The Ashburnham copy sold in London in 1900 for \$380.

Robert Greene's "Morando: The Tritameron of Love," London, 1584, from the Earl of Jersey and the Locker collections, was another rarity for which Messrs. Quaritch and Smith competed, the latter getting it by a bid of \$900. At the Earl of Jersey sale in London in 1886 it brought only \$52.50.

A copy of St. Jerome's "Vitas Patrum," translated into English by William Caxton and printed at "Westmynstre by me, Wynkyn de Worde, the yere of our lorde M.CCCC.LXXXXV, and the tenth yere of our souerayne lorde, Kynge Henry the Seventh," went to Mr. Smith for \$2,300. Dr. Martini was the underbidder. It is a large copy, having several leaves with uncut edges.

FRIDAY EVENING SESSION.

A collection of seventeen printed "Horae," from the presses of Aldus Manutius, Geoffroy Tory, Oliver Mallard, and other printers, brought a total of \$4,850. The highest prices in this lot were: Eleven hundred dollars, paid by Bernard Quaritch for a copy printed by Mallard in Paris in 1542; \$810 by the same bidder for an "Hours," issued from the press of Tory in Paris in 1531, and \$525 each for examples from the presses of Aldus, Venice, 1497, and Simon du Bois, Paris, 1527.

Three manuscripts of Washington Irving were bought by G. S. Hellman for Isaac N. Seligman, who has a place near Irving's old home at Sunnyside, and is a well known collector of a Irvingiana. For a journal, from July 1, 1804, to Jan. 23, 1805, one of the most

important Irving manuscripts ever offered at sale and auction, \$825 was paid; a manuscript note book of Irving, written when he was 21 years old and while he was traveling in Europe, brought \$750; and four of his note books for "Tour on the Prairies" went for \$160. Arthur Hoe paid \$675 for three of Irving's manuscript note books, written about 1830, for "Mahomet and his Successors."

Recorder Daniel Horsmanden's rare "Journal of the Proceedings in the Detection of the Conspiracy formed by some White People in conjunction with Negro and other slaves for Burning the City of New York," printed in this city in 1744, was knocked down to Dodd & Livingston for \$700. It is a remarkable uncut copy of the first edition, and only three copies are known in this condition.

The two sessions Friday brought a total of \$39,504.

LOW TOTAL MONDAY.

After the week-end interim the Hoe sale began again Monday, with the lowest total so far of the entire sale. Apparently bidders were reserving their ammunition till Tuesday, whose total was expected to reach \$125,000.

The total for the afternoon session was \$13,027.50, Maurice Sloog, the New York dealer, paying the highest price, \$1,750, for La Fontaine's "Contes et Nouvelles en vers," containing forty-two plates and a portrait of the author by Le Mire. Twenty lots of La Fontaine sold for \$3,554, among them the famous edition of "Contes et Nouvelles," called "Des Fermiers Generaux," a copy of which sold in the first part of the sale for \$725. G. S. Hellman of New York bought Monday's copy for \$285.

Among other purchases were a first edition of "The Discoveries of John Lederer in Three Several Marches from Virginia," by Walter M. Hill of Chicago for \$850, and a presentation of Le Pautre's "Les Œuvres d'Architecture" to Louis Armand de Bourbon, Prince de Conti, by Bernard Quaritch for \$525.

The night's total of \$11,542.50 brought the day's aggregate up to only \$24,570, nearly \$10,000 lower than any in the entire sale. The highest price obtained was \$950, paid by George D. Smith for John Lyngate's paraphrase of Guido de Colonna's "Historia Trojana," printed in London in 1513. Bernard Quaritch is quoted as saying that only four perfect copies of the first edition of this book were in existence in 1899.

Seven lots of Longus brought \$1,718, the highest going to Mr. Smith for \$660, a copy of "Les Amours Pastorales de Daphnis et de Chloe" from the library of Prince de Sayn Wittgenstein. Quaritch got a copy of the same book published in 1718 for Philippe d'Orleans, Regent of France, for \$550, probably the Hubbard copy sold in London in 1902 for £7. A first edition of Lowell's poems went to Walter M. Hill for \$300.

TUESDAY AFTERNOON.

The afternoon session, Tuesday, was able to pile up only \$21,565. The volumes which con-

tributed most to this total were eighteen lots of Thomas Middleton, which George D. Smith bought for \$5,210; six lots of Milton, to the same buyer for \$2,235; five lots of Montaigne, that brought \$1,179; and four lots of Montaigne, selling for \$1,530. The second issue of Enguerraud de Monstrelet's chronicles of France and her neighboring countries, printed at Paris in 1503, was sold for \$4,000.

This last lot, consisting of two beautifully bound volumes, done in the best style of Lortic, and the only ones executed by him in the manner of the Eves, was bought by M. Sondheim, representative of J. Baer & Co., the German firm. It came from the library of A. Firmin-Didot, and was bought by Mr. Hoe at the Techner sale, in 1888, for \$6,000, according to E. F. Bonaventure, of this city, under bidder for the lot, making it one of the few which have sold for less than Mr. Hoe paid for them.

One of Mr. Smith's Miltons was a first issue of the first edition of "Paradise Lost," with the original title page and binding in excellent condition. It cost him \$1,510. He paid \$1,250 for what was probably the Lefferts copy of Middleton's "A Game of Chess," sold in 1902 for \$190. The copy in the University Library at Cambridge is the only other copy known of the first issue of this interesting play, which was ordered off the boards at the Globe Theatre, London, after playing for nine days in 1625, because of its caricature of Gondomar, the Spanish Ambassador, responsible for the execution of Sir Walter Raleigh.

One of the less expensive, though historically interesting, books was a copy of Thomas Morton's "New England Canaan, or New Canaan, Containing an Abstract of New England, Composed in Three Books." The author of this quaint work so shocked the Puritanical "natives" of the country of which he wrote that he was summarily requested to return to the mother country. He was the subject of John Lothrop Motley's "Morton's Hope," and likewise figured largely in one of Hawthorne's works.

MANUSCRIPTS BRING ONLY FAIR PRICES.

The illuminated manuscripts that were up Tuesday evening did not realize expectations. When the evening was over the highest price that had been bid was \$9,200, and the total for the session had failed to reach \$80,000.

Several reasons were advanced by the dealers present for this unexpected drop in values. Some jocosely laid it to the absence of George D. Smith.

Bernard Quaritch, the London dealer, bidding in person for the first time during Part 2, captured the costliest book of the evening. It was a product of the school of Touraine, particularly interesting for the glimpses into fifteenth-century life which its thirty-nine large miniatures gave.

The manuscript which Major Turner, in a preliminary correction of certain of the catalogue entries, had characterized as partly modern, was one which purported to spring from

the Low Countries and bore the date 1524. It was thought that this might bring as high as \$20,000. Instead, it went for \$2,000, Quaritch being the buyer.

In talking of the evening prices, Mr. Quaritch said: "I thought them exceptionally reasonable. But there has been no drop in them; they're still going up steadily. One of these manuscripts which I bought twenty years ago for £50 sold to-night for about \$7,000."

The manuscript to which the London dealer referred was the "Hours of the Habert du Berry d'Artois Family." It was bought for \$7,100 by Dr. W. K. Richardson, of Boston.

WEDNESDAY AFTERNOON SESSION.

The total for Wednesday afternoon was \$14,936.50, and the highest price was \$1,000, which George D. Smith paid for a volume of New York laws, with an appendix containing extracts of acts of the General Assembly of the Colony of New York. The book was printed by J. Parker in 1749 at the New Printing Office, in "Bever street," and is one of four copies now in existence.

J. F. Drake gave \$830 for Abbé de Petity's "Etrennes Françoises, dédiées à la ville de Paris; pour l'année jubilaire du règne de Louis le Bien-aimé," and it was the second highest price of the afternoon. The Elizabethan Club, of Yale University, represented by its librarian, Andrew Keough, obtained an interesting book in the "Comœdia," translated by Nicholas Henry. The book brought \$810, and its value is largely enhanced by the fact that all the works of Henry which the authorities could lay their hands on were burned by order of Queen Elizabeth.

A first edition of a French and Latin text of Ovid's "Metamorphoses," printed in Paris in 1767, went to J. F. Drake for \$750. "King Philip's War Narratives," a first edition, printed in London in 1675, went to Dodd & Livingston for \$645.

"The First Parte of Pasquil's Apologie," by Thomas Nash, London, 1590, brought the record price of \$725 at the afternoon session. George D. Smith was the purchaser. The highest English record is \$77.50, paid for a copy in 1806. With the single exception of "Terrors of the Night," it is considered the rarest of Nash's works. The same bidder paid \$610, another record price, for Nash's "Apologie of Pierce Penniless, or Strange Newes," London, 1593. He also paid still another record price, \$610, for Nash's "A Pleasant Comedie, Called Summer's Last Will and Testament," first edition, London, 1600.

For folios I., III. and IV. of King Philip's "War Narratives," printed in London in 1675 and 1676, Dodd & Livingston paid the record price of \$645. They are all uncut copies. The author of these narratives is unknown. They are probably the finest copies extant of these important items of Americana.

A small, bespectacled girl of not more than thirteen years created a mild sensation by a \$5 bid for Hardouin de Péréfixe's "Histoire du Henry le Grand," but she did not obtain

her prize, nor did she again give battle to the dealers.

WEDNESDAY EVENING SESSION.

Alexander Pope's "Dunciad," an uncut copy of the first issue of the first edition, printed in Dublin in 1728, brought the top price of \$1,800 at the thirty-fifth session of the Hoe sale, Wednesday evening. George D. Smith was the purchaser. His opening bid was \$1, but the vigorous opposition of Dr. Walter Rosenbach, of Philadelphia, caused him to go a little higher. The Grant copy of this edition sold in London in 1900 for £75, and Smith's purchase, therefore, more than tripled the record price.

In all, fourteen issues of the "Dunciad" were sold, and all of them brought figures well above the old prices. The total for the fourteen was \$3,832.50. Smith obtained all but one of the lot, the single one to escape him going to Robert Hoe for \$30. A presentation copy of the "Dunciad," with the inscription, "F. Caryll, Ex dono Authoris," brought \$675.

The second highest price of the evening, and likewise of the day, was paid for Pliny's "Historia Naturale," the first Italian edition, 1476, which went to Bernard Quaritch, the London dealer, for \$1,400. Dr. Joseph Martini was the underbidder. Mr. Quaritch also got a collection of allegorical subjects engraved by the Marquise de Pompadour to amuse Louis XV. The price was \$460.

In addition to the thirteen "Dunciads," George D. Smith went after a number of other volumes of the poet, getting practically all that were offered. Yale University managed to get a miscellany of Pope and Swift for \$75, and Harvard University, represented by Assistant Dean W. R. Castle, figured in the sale for the first time by purchasing a 1769 edition of "An Essay on Man" for \$1250. Sol Lichtenstein was also a Pope bidder, obtaining William Ayre's memoirs of the life of the poet for \$45.

Prevost d'Exiles' "Histoire de Manon Lescaut et du Chevalier des Grieux," an edition of 1797, was bought by Maurice Sloog for \$550. Other good prices were touched in the bidding for George Pultenham's "The Arte of English Poesie," which went to Smith for \$650, and the first printed collection of Mexican laws, which went to the same dealer for \$610.

A number of single volumes of Racine, in editions from 1664 to 1700, brought prices far in excess of any ever before recorded for the same volumes. "Les Plaideurs," a first edition of 1669, was the highest, going to Mr. Quaritch for \$270.

BOOK-TELEPHONE DISPLAY.

THROUGH the co-operation of Grosset & Dunlap and the New York Telephone Company a large number of book dealers throughout the United States exhibited in their windows during the months of November and December a combined book and "Telephone Your Order" display.

In arranging for the telephone-book display with Grosset & Dunlap, a sample window was

dressed in a studio at their home office in New York, and a photograph of this window was taken. A half-tone was made from the photograph and this was reproduced in the Grosset & Dunlap's house organ, in connection with an article describing the window display in detail.

only infringed upon the right to use the title "Who's Who," but had also taken large portions of his publication without material changes, reproducing even typographical errors and peculiarities of expression.

The plaintiff asked for an injunction re-



THE BOOK-TELEPHONE WINDOW DISPLAY.

Dressed by Grosset & Dunlap in co-operation with the New York Telephone Company.

Local dealers were requested to adopt this display in their own windows.

In addition to loaning the necessary instruments for dressing the window, the New York Telephone Company furnished Grosset & Dunlap a large supply of placards, entitled "Bells of Progress," which were sent to the local dealers for use in connection with this display, and a letter was sent to all the Telephone Company's local agents asking them to co-operate with dealers wherever a request for assistance was received, and to do everything possible to make a book-telephone display that would be attractive and successful.

"WHO'S WHO IN AMERICA" BRINGS SUIT.

A SUIT for infringement of copyright based on the charge of "piratical reproduction of material and substantial portions" of the plaintiff's book, "Who's Who in America," was filed in the United States District Court by Albert Nelson Marquis against the International Who's Who Publishing Company, Ltd.

Mr. Marquis, head of the firm of A. N. Marquis & Co., of Chicago, publisher of "Who's Who in America," said that his firm held the copyright to the title and to the book and charged that the defendant company in publishing its book "International Who's Who" or "Who's Who in the World, 1912," had not

strained the defendant from publishing and selling its "Who's Who" and for an accounting of the defendant's profits and payment of a part of them to the complainant.

COPYRIGHT MATTERS.

COPYRIGHT AMENDMENT INTRODUCED IN SENATE.

THE bill introduced in the House of Representatives December 9, 1911, amending section 25 (b) of the copyright act, as to damages (P. W., Dec. 23, 1911), was introduced in the Senate by Senator Briggs January 8, 1912 (S. 4233) and referred to the Committee on Patents.

COPYRIGHT IN BRAZIL.

THE Brazilian Senate, according to a cable despatch to Reuter's Agency, passed the bill already adopted by the Chamber for a copyright in favor of foreign authors, giving them the same privileges and advantages as are enjoyed by native authors.

POSTAL MATTERS.

ONE-CENT POSTAGE BILL.

A BILL providing for one-cent postage on all first class mail matter was introduced Jan. 10th by Senator Burton of Ohio. A long preamble recites the high rates charged for handling letters during the earlier days of the republic,

followed by gradual reductions. Each lowering of the rate resulted in a largely increased business.

FOURTH ASSISTANT POSTMASTER-GENERAL URGES PARCELS POST.

THAT the establishment of parcels post delivery along rural mail routes should not be delayed any longer, is the opinion of P. V. de Graw, Fourth Assistant Postmaster General, as expressed in his annual report, submitted Jan. 14th to Postmaster General Hitchcock.

"Every consideration of practicability, business expediency and good administration," he says, "favors the plan as being a probable source of large revenue and great public accommodation."

Mr. de Graw bases his recommendation for a parcels post on the ground that the expenditure for rural service is increasing much more rapidly than the receipts, and the parcels post, he says, would provide much additional revenue. During the last year the rural mail receipts were \$7,570,000, while the expenditures were \$37,130,000. For the present year there has been appropriated \$42,790,000, while it is expected that there will not be any appreciable increase in receipts. This loss will become greater each year, he says, unless a parcels post is established to help.

There are at present more than 1,000,000 miles of rural mail routes, and the average mileage a day for each carrier is 24.19 miles. During the last year 577 routes were added, making the present total 41,656.

More than 13,000,000 letters and parcels were received at the Dead Letter Office during the year, the daily receipts averaging 44,500 pieces, an increase over the previous year of 8 per cent.

TRADE ASSOCIATIONS.

THE BOOKSELLERS' LEAGUE.

THE first dinner of the new year of The Booksellers' League was given at the Hotel Martinique, New York, Wednesday evening, January 17th. Over one hundred members and their guests were present, the president, Mr. B. W. Huebsch, presiding as toastmaster. The speakers were Mr. André Tridon, who good naturedly voiced his criticism of the lack of book knowledge that only too often to-day characterizes book store clerks and of some publishing methods, particularly of misrepresentation in publishers' announcements, Mr. Herbert G. Stockwell, whose paper on "Making the Best of the Worst Business," read before the Philadelphia Booksellers' Association, was printed in THE PUBLISHERS' WEEKLY of December 9, 1911, who spoke on the general subject of sales promotion in retail bookselling, suggesting a number of new ideas, and Mr. Ernest Eisele of Brentano's, who has had continental bookselling experience, who, following the general trend of the evening's talk, referred to a much needed improvement in the daily collection of book-wants, which he proposes to submit in detail to the trade at an early date in the columns of THE PUBLISHERS' WEEKLY. He referred to

the Dutch book trade clearing house, which this year moves into a fine new building of its own, and concerning which the WEEKLY has in preparation an illustrated descriptive article. The fourth speaker, Mr. Wm. Stanley Braithwaite, finished by reading an original poem, thus gracefully topping off an evening most suggestive to the men of the trade who sell books or train the public to buy them.

OBITUARY NOTE.

HENRY LABOUCHÈRE, diplomatist, parliamentarian, wit and journalist, died at his villa in Florence on January 16. This ends the career of one of the best known and most interesting personages during the latter part of the nineteenth century. The founder and proprietor of London *Truth* was born in London in 1831, and was graduated from Eton and Cambridge. His restless spirit took him to America, in his early twenties, and he journeyed among the Indians and even lived with them for a while. He became attaché to the British Legation upon his return to England, and subsequent appointments took him to Munich, Stockholm, St. Petersburg, Dresden and Constantinople. He was in Paris during the siege of 1870, and while substituting for the correspondent of the London *Times* he gave the world some of its most vivid impressions of the siege. He entered Parliament in 1866, and was soon identified with the extreme radical party. In its interests he founded *Truth*, and his pen for years was a splendidly caustic weapon, standing for socialism and doing untiring battle against every fraud and humbug. In spite of his fearless outspokenness, "Labby" was endeared to all who knew him.

PERSONAL NOTES.

DESMOND FITZGERALD will represent The Macmillan Company on the Pacific Coast and in the South this year.

H. B. HARVEY, for ten years advertising manager of A. C. McClurg & Company, resigned his position the first of the year to join the staff of the Reilly & Britton Company of Chicago. He will act as advertising manager and have general supervision of their publishing department.

JOHN O'HARE COSGRAVE, who was largely responsible for the "making" of *Everybody's Magazine*, being its editor since 1903, but who has been managing editor of *Collier's Weekly* for the last three months, has resigned the latter position. Although Mr. Cosgrave's relations with *Collier's* are perfectly amicable, it is admitted that he differed from Mr. Collier and Mr. Hapgood, the editor, on some questions of editorial policy, particularly the handling of financial editorials.

LITERARY AND TRADE NOTES.

PERCY MACKAYE's latest play, "To-morrow," a three-act drama founded upon the idea of improvement in the human species through

woman's selection, will be published by Frederick A. Stokes Co. on January 26th.

"DANNY'S OWN STORY" (Doubleday, Page & Co.) relates how Danny was always getting into trouble, mostly because he deserved it. His adventures are set forth by Don Marquis, and depicted in spirited illustrations by E. W. Kemble.

George Fitch's book of humorous college tales, "At Good Old Siwash" (Little, Brown & Co.), went into a fourth printing just before Christmas. Mr. Fitch is now revising his motor-boat stories for book publication in the spring.

THE Typo Mercantile Agency have got out a little booklet, "What a Credit Man Should Know About the Bankruptcy Act," which should prove of value to others than credit men. It is compiled by Frederick M. Leonard.

THE \$100,000 action for libel referred to in the PUBLISHERS' WEEKLY December 23, brought against the Bobbs-Merrill Co. and Gelett Burgess by William H. Daly, who claimed that a character in Burgess's "The Heart Line" was meant to represent him, has been thrown out of court.

THE editor of the *Hibbert Journal*, L. P. Jacks, continues to exhibit his talent for imaginative literature. Messrs. Henry Holt & Company, who issued his "Mad Shepherds," promise another volume of similar appeal for February issue. It will be called "Among the Idol Makers."

At a recent meeting of the Academic Committee of the Royal Society of Literature, Viscount Haldane announced that "The Return," by Walter de la Mare, published in this country by the Putnams, is the first work to be awarded the prize of £100 offered by the Princess de Polignac.

Two guide books, of interest to the up-to-date, have recently been published by Dodd, Mead & Co.—"Auction Bridge," a well arranged, attractively bound little volume by H. P. Clark, an expert; and "Königskinder," an illustrated guide to Humperdinck's recent beautiful opera by Lewis M. Isaacs and Kurt J. Rahlson.

HOUGHTON MIFFLIN COMPANY publish today a new book by Charles D. Stewart, "The Wrong Woman." It is said to be as interesting, as unconventional and as adventurous as his "The Fugitive Blacksmith" and "Partners of Providence," but is utterly dissimilar, this new story being a romance of the Texas sheep country.

E. PHILLIPS OPPENHEIM, the English novelist, has now written the story of his own career. This characteristic biographical material is incorporated with other interesting information regarding this writer—estimates of his work, description of his many books, etc.—in a little booklet which his American publishers, Little, Brown & Co., Boston, will mail to any address on request. The booklet con-

tains pictures of Mr. Oppenheim and his family, his English home, illustrations from his recent books, etc.

A NEW adventure romance, entitled "Rayton: a Backwoods Mystery," by Theodore Goodridge Roberts, has just appeared from L. C. Page & Company. Mr. Roberts, who is the author of "Comrades of the Trails," "A Captain of Raleigh's," "The Red Feathers," etc., has written under the name of G. E. Theodore Roberts and Theodore Roberts. Another writer, the actor, has recently appeared with a similar name, so that Mr. Roberts finds it advisable from now on to write under a more distinctive form of name.

It has been decided by the United States Board of General Appraisers that books printed and bound in this country, when returned from abroad with new bindings must pay the same duty as though of foreign production. It is held by Judge Somerville that they cannot be deemed "American goods returned" as specified under the Tariff act of 1909. It appears that the Charles E. Lauriat Company of Boston shipped volumes of the etched works of Whisler to England, where the bindings were removed and others put on. They were then shipped back to this country.

PROBABLY the earliest Scribner novel of this spring will be Ramsey Benson's "A Knight in Denim." Denim is not a village on the Rhine, but a kind of material—as every woman knows—out of which overalls and aprons are made; in this case, overalls. A Nebraska farming community is the background, and the hero, Bill Harbaugh. How he adopted the valley and became the oddest of its oddities; how he played the part of man-of-all-work and knight in denim to his lady, the mistress of Throstlewood farm, show him as "one of that vast body of soldiery which wonderfully melted back into civil life at the close of the great war."

"WATERMELON" Martin, hero of Charles Sherman's "He Comes Up Smiling," just published by the Bobbs-Merrill Co., is a tramp, but, withal, a gentleman. A desire to engage in a beauty contest with two companions leads "Watermelon" to borrow the tailored clothes of a man who is in swimming. Shortly afterward he is mistaken for the owner of the clothes, a rising young financier, and the jaunty hero is carried away to dine with a plutocrat of Wall Street and his charming daughter "Billy," and begins a series of adventures that keeps him dodging catastrophes all through the book.

THE entire stock of the Fifth Avenue Book Company, of No. 225 Fifth Avenue, New York, M. J. Spaid, manager, which concern lately went into voluntary bankruptcy, was sold at public auction on Wednesday, January 17, by Charles Shongood, United States auctioneer in bankruptcy. The entire stock was put up in one lot and the successful bidder was The Lamb Publishing Company. Afterwards, according to the rules set by the referee in bankruptcy, individual lots were put up and The

Lamb Publishing Company acquired 90 per cent. of the entire stock. Other bidders were Baker & Taylor Company, Donald Newton, Frank M. Morris, of Chicago, etc.

"THE WAY OF AN EAGLE," by E. M. Dell, which the Putnams have just published, is the story of a woman who but half understands, at first, a man of strength and imperiousness. Clear-sighted and steadfast, unbending in the pursuit of his aim as an eagle, he conceals beneath a mask of banter strength of affection and self-sacrificing devotion. "The Joyous Wayfarer," by Humfrey Jordan, depicts what is commonly treated in a manner of ridiculous extravagance—the artistic temperament. The hero at first tries to serve two masters, art and the law, but the story tells how he followed the call of his genius. Much romance and comedy attend the "Joyous Wayfarer" on his journey through life.

AN authorized translation of the Infanta Eulalia's book, "The Thread of Life," will be brought out in the near future by Duffield & Company. Despite the attempt of the author's nephew, King Alfonso of Spain, to suppress it, the book is already in its eighth edition in Paris. The Infanta's well-known independence of thought, as well as her high social position, makes this exposition of her views on important subjects of interest. Chapters in the book are devoted to such subjects as Divorce, The Causes of Happiness, Friendship, Morality, The Family, The Independence of Women, and The Equality of Classes. The royal author visited this country as the guest of the nation at the time of the World's Fair in Chicago, and it may be that the origin of some of her views is to be found in this trip.

THE George H. Doran Company will introduce another new writer to the American public in Miss Dorothy Brandon with "The Davosers," a series of character studies with narrative interest, the scene laid in the Davos Platz. On February 15th a new book by Arnold Bennett, "The Matador of the Five Towns, and Other Stories," will appear—the first collection of short stories which Mr. Bennett has published in this country. During the latter part of the winter this house will publish "The Noble Rogue," by Baroness Orczy, a tale dealing with the period of Louis XIV., the scene both Paris and London; also, a novel by Mrs. Alice Woods Ullman, "Fame Seekers," whose book, "Edges," published some years ago, will be remembered, and "The Simpkins Plot," by "G. A. Birmingham," whose three recent novels brought him immediate recognition as a writer of distinction.

NORMAN W. HENLEY PUBLISHING COMPANY are publishing a "Chart of a Modern Submarine Boat," printed on plate paper, 14 x 28 inches, with 200 parts numbered and named. This cross-section view shows clearly and distinctly all the interior of a submarine of the latest type, giving complete information, detailed and to scale, of the torpedo-launching tube and all its operating and controlling

mechanism, all automatic devices known for the prevention of accidents, the complete propelling and steering machinery, air pumps and storage flasks for under-water breathing, the delicate mechanical means for making observations above the water when the boat is submerged and for determining the exact depth under the water, storage-battery outfit, ballast and adjusting tanks. In fact, all the machinery and devices fitted in a modern submarine boat. The chart sells for twenty-five cents.

ACCORDING to a cable despatch from Constantinople the authentic records of the terrible thirty-three years' reign of the deposed Sultan of Turkey, Abdul Hamid II., are to be published. The minutest search had failed to reveal their whereabouts until Abdul Hamid himself disclosed the secret chamber close to his bedroom, closed and shut by electricity. The documents are complete, as Abdul Hamid never destroyed a letter or paper. Strangely enough, not a single line of these records was written by the Sultan, who had a strong aversion for writing even his own name. His signet served to authorize the official documents, even the death sentences. These journals filled 500 boxes. They are said to compromise several members of the new régime who are making desperate efforts to prevent their publication. They embrace historical memoranda, diaries, letters of denunciation, transactions of the slave market, sanctions of executions and tortures, accounts and statements of innumerable spies and testimony of unheard of cruelty.

UNDER the interesting title, "The Breaking Point," Small, Maynard & Co. are publishing Prof. Fred Lewis Pattee's novel of American life—the problem of the church and its work in the world its central theme. Prof. Pattee has written a number of books on literary and religious topics as well as a work of fiction, "The House with the Black Ring." Gaston Leroux's "The Man with the Black Feather" is a tale of mystery, deep and dark, translated by Edgar Jepson, himself an author. Winthrop Packard, whose quiet nature-books have steadily grown in the favor of the discriminating, has written "Literary Pilgrimages of a Naturalist," telling of a random journey to the haunts of America's great authors. Two new juveniles from this house are George Barton's "Barry Wynn," the story of a page-boy in the United States Congress—appropriate as a supplementary reader—and Hugh Pendexter's "The Young Woodsmen; or, Running Down the Squaw Tooth Gang," in which the young heroes of the Camp and Trail Series are engaged in an absorbing piece of detective work.

CHARLES EDWARD JERNINGHAM, better known perhaps as "Marmaduke" of *London Truth*, has collaborated with Lewis Bettany in a stout volume of odds and ends of record and tradition of the auction rooms where "objects of art and antiquity" are gathered and dispensed. And besides the big collection of anecdotes, there is much shrewd philosophy of collecting, and many hints which ought to be valuable to

collectors of pictures, china, furniture and all such varied spoils; but the fact remains, we fear, that the spirit of the collector does not suffer advice gladly—experience must continue to be his stern teacher. For, after all, it is difficult to write text-books of taste—when it is so varied and much of it so bad. But this volume, called "The Bargain Book" (Frederick Warne & Co.), contains much of general information and detailed facts, arranged under such heads as "Bargains," "The Ignorance of Dealers and Collectors," etc. It is generally supposed that American collectors are paying preposterously high prices for their purchases in Europe, and that art dealers in the old world are imposing on them. Both impressions are incorrect. It often happens that Americans are deceived; it is an experience they share with Europeans. The American as a rule is much more careful in buying works of art than is the ordinary collector of the old world. The former, in nine cases out of ten, has previously taken the precaution to study the subject which interests him, reading books which deal with it and examining specimens at museums. Millionaire Americans no doubt pay prices which seem extravagant to us, but, then, they buy treasures which are unique and will increase considerably in value, even in a few years from now. The cultivated American collects seriously; the ordinary "connoisseur" in Great Britain is more of a bargain hunter. The late Sir Purdon Clarke predicted that the contents of the Metropolitan Museum in New York will soon be far more important than those of any museum in Great Britain.

BUSINESS NOTES.

AVA, ILL.—Arch Williamson has succeeded Wagner & Williamson, drugs, books and stationery.

BREWSTER, WASH.—W. M. Allen, dealer in furniture, books, stationery, etc., has been succeeded by the Brewster Department Store.

LEWISTON, ME.—The Dionne book store (the old Douglass & Pierce store) at 188 Lisbon Street, has been sold to Alden G. Bradbury of Auburn, that state, and John B. Marcotte of Lewiston. Mr. and Mrs. Ulric Dionne, who bought the store about ten years ago, plan to retire and enjoy a much needed vacation.

NEW YORK CITY.—The executors of the estate of J. W. Bouton have disposed of the stock and good will of the business to Brentano's.

NEW YORK CITY.—David A. Tower, for many years head of the Tower Manufacturing & Novelty Co., of 306 Broadway, has sold all his stock in that company to James H. Einstein, who has been connected with the house for the past twelve years. Mr. Einstein has also bought the stock held by a few employees, thus becoming sole owner of the business. Mr. Tower, although relieved of responsibility, will retain, in an advisory capacity, his old connection with the house.

OKLAHOMA CITY, OKLA.—Schoolmeyer & Clarke are adding a retail book line to their stock of post cards and stationery.

SHELBYVILLE, ILL.—The department store of Rhodes Lloyd & Company has changed hands. The successors are Athey, Diddoe & Herron.

WASHINGTON, D. C.—Collins, Hauser & Co. have moved from 623 13th St. to 917 G St. N. W.

WEST UNION, IA.—McLaughlin & Fitzgerald have succeeded C. J. McLaughlin, druggist and bookseller.

PICK-UPS.

REMEMBER that there are two ways of killing a cat—to muss him all up with a club, or to bluff him into believing that chloroform is good for fleas. Be gentle.—"Pap" Baer's *Philosophy*.

AN EDITOR'S NEW YEAR'S INVENTORY.

THE following is very old but is good enough to bear repeating: At New Year's time inventories are in order. Right here we could preach a sermon and give splendid advice about personal habits, business methods, cost systems, and other timely subjects, says the printing trade journal from which we reprint it, but we won't. This is just to introduce a summary from the diary of a North Carolina editor, which reads like this: "Been broke, 361 times; had money, 4 times; praised the public, 9 times; told lies, 1728 times; told the truth, 1 time; missed prayer meeting, 52 times; been roasted, 431 times; roasted others, 52 times; washed office towels, 3 times; missed meals, 0; mistaken for preacher, 11 times; mistaken for capitalist, 0; found money, 0; took bath, 3 times; delinquents who paid, 28; those who did not pay, 136; got whipped, 0; whipped others, 23 times; cash on hand at beginning, \$1.47; cash on hand at ending, 15 cents."

THE COLLECTOR.

A RARE ITEM FOR YALE.

BERNARD QUARITCH, who, as agent of Alexander Smith Cochran of New York, bought en bloc last November the Huth quartos and folios—"the heart of the first portion of this library," as bibliophiles put it—has since sold to Mr. Cochran the extremely rare first edition of Lord Bacon's "Essays," printed in London in 1597. This announcement was made last week by Andrew Keough, Reference Librarian of Yale University. The "Essays," like the Huth Shakespeareana, has been given by Mr. Cochran to the Elizabethan Club of Yale. Mr. Cochran bought from Mr. Quaritch at the same time, and also for the Elizabethan Club, the rare first complete English edition of the "Decameron," a folio printed in London in 1620.

The first edition of Bacon's "Essays" brought \$9,750 at the Huth Library dispersal. This was the fourth highest price of the sale.

The three higher items were the Gutenberg Bible, printed on paper, \$29,000; a manuscript "Apocalypse" of the fifteenth century, on vellum, and handsomely illuminated, \$17,750, and the first dated Bible, printed on vellum at Mainz, by John Fust and Peter Schoeffer in 1642, \$15,250. All these treasures were likewise knocked down to Quaritch.

There is a dedication in the "Essayes" by Lord Bacon "To M. Anthony Bacon, his deare Brother." The Bindley copy of this first edition of the "Essayes" sold in London in 1818 for only \$16.50; the Perry copy in 1822 brought only \$15.75, and the Jadis copy only \$29. Henry Huth paid only \$66.25 for his copy, and the \$9,750, which Mr. Quaritch had to give to obtain it, is the record.

In this copy the "Religious Meditations" and the "Colours of Good and Evil" have separate titles. Lord Bacon expressly says, in his epistle to his brother Anthony, that "Essayes" had been written some time before and that his only inducement to print them was the fear of a pirated impression. The Huth sale price now ranks this little volume, which could be carried in one's vest pocket, in value with a good copy of the first folio Shakespeare.

AUCTION SALES.

JANUARY 19, 20, 2:30 each day.—Library of the late James W. Eldridge of Hartford, Conn., with large collection of books on late Civil War, framed views and portraits. (No. 1047, 867 lots.)—*Freeman-Henkels*.

JANUARY 22 to 27, beginning 2:30 P.M. and 8:15 P.M. each day.—Art and literary collections of Miss Emilie Grigsby, of New York City. On exhibition in the Anderson Galleries and to be sold at unrestricted public auction. (1504 lots.)—*Anderson*.

JANUARY 23, 24, 10 A.M. and 2:30 P.M. each day.—Americana, including large collection of Cotton Mather and Increase Mather Sabin's Dictionary, 19 volumes in original parts, etc. (1509 lots.)—*Libbie*.

JANUARY 23, 24, 10:30 A.M. and 2:30 P.M.—Extensive private collection of books and pamphlets relating to history and development of New York City, with some New York views. (No. 436—1281 lots.)—*Merwin-Clayton*.

JANUARY 26, 27, 2:30 each day.—Miscellaneous books from private libraries and other sources; standard authors in fine bindings, incunabula, American plays, first editions. (No. 1048, 758 lots.)—*Freeman-Henkels*.

JANUARY 29, 30, 10:30 each day.—Collection of books from the library of D. W. MacDonald of Clifton, Staten Island. (No. 437, 802 lots.)—*Libbie*.

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Baker & Taylor Co., New York, 33 E. 17th St., Monthly bulletin.

F. A. Brockhaus, Leipzig, Querstrasse 16, Monthly list. No. 12, 408 titles.)

Burnham Antique Book Store, Old South Meeting House, Boston, Books from library of William James, Log books, Theosophy, New Thought. (No. 33, 895 titles.)

H. Champion, Paris, 5 Quai Malaquais, Répertoire bibliographique des ouvrages Franco-Comtois. (2696 titles.)

Arthur H. Clark Company, Caxton Building, Cleveland, O., Rare books and Americana. (No. 41, 48 p. 16°.)

A. S. Clark, Peekskill, N. Y., Second-hand books, chiefly Americana. (No. 66, 609 titles.)

James F. Drake, incorporated, 4 West 40th St., N. Y., Books and autographs, rare books, and first editions. (No. 53, 290 titles.)

W. & G. Foyle, 135 Charing Cross Road, London, W. C., Educational books, second-hand. (No. 2, 40 p. 8°.)

Philip H. Furman Co., New York, 363 W. 51st St., Americana, genealogies and standard works. (No. 13.)

John Heise, Syracuse, N. Y., 410 Onondaga Bank Building, Catalogue of autograph letters, signatures. (No. 50, 256 titles.)

Karl W. Hiersemann, Königstrasse 29, Leipzig, Kunstgeschichte, Malerei, Skulptur, Kupferstich, Holzschnitt, zum theil aus der bibliothek des Museumdirektors Dr. Ruland, Weimar, und des Professor Dr. Riehl, Munich. (No. 400, 2504 titles.)

Charles E. Lauriat Co., Boston, Rare, curious and out-of-the-way old books. (No. 161, 274 titles.)

Joseph McDonough Co., Albany, N. Y., Monthly catalogue of rare and fine books. (No. 281, 729 titles.)

P. F. Madigan, 501 Fifth Ave., New York City, One hundred autograph letters and documents. (No. 1, 100 titles.)

Maggs Bros., 109 Strand, London, W. C., Autograph letters, manuscripts, etc. (No. 278, 539 titles.)

Maggs Bros., London, W. C., Eng., 109 Strand, Books on art and allied subjects. (No. 279, 817 titles.)

Noah Farnham Morrison, 314-318 West Jersey St., Elizabeth, N. Y., Americana, general literature, illuminated books. (No. 123, 711 titles.)

G. Oberosler, Verona Casella postale 44, Miscellaneous books. (No. 11, 684 titles.)

Plon-Nourrit & Co., Paris, Rue Garancière 8, Bulletin de la librairie. (No. 29.)

Albrecht Preszsek & Co., Leipzig, Germany, Catalogue of books.

Bernard Quaritch, 11 Grafton St., London, Natural history. Pt. 9. (No. 311, 349 titles.)

C. E. Rappaport, Via Bocca di Leone 13, Bulletin bimensuel: manuscripts, miscellaneous. (No. 21, 270 titles.)

Ludwig Rosenthal, Hildegardestr. 14, Munich, Germany, Rare and old books in English language. (No. 147, 2883 titles.)

Theodore E. Schulte, 132 E. 23d St., N. Y. City, Theological literature, publishers' remainders, many sets. (No. 51, 48 p. 8°.)

G. E. Stechert, 151-155 W. 25th St., Miscellaneous. (November, December, 816 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

American Library Association. List of subject headings for use in dictionary catalogs; prepared by a committee of the American Library Association. 3d ed., rev. by Mary Josephine Briggs. Chic., Amer. Lib. Assn. Pub. Bd., '11. 9+398 p. 4°, \$2.50.

Applin, Arth. The stories of the Russian ballet. N. Y., J: Lane, 96 p. pls. pors. F. \$3.50 n.

Descriptions of the stories danced by the Russian dancers, Mordkin, Pavlova, Fokina, Fokine and others, with pictures of the dancers in costume.

Barnes, R. Gorell. Babes in the African Wood; with 69 il. and a map. N. Y., Longmans, '11. 15+247 p. O. \$2 n.

Narrative of what befell two young men on a summer's camping in British East Africa. Author's companion had considerable experience in other countries, but the author had none. Some space is given to the four great beasts of Africa—lion, elephant, buffalo and rhinoceros; for the rest, hunting is subordinated to the life in general. Appendix on practical outfitting.

Barry, W: Fs. The hygiene of the schoolroom. Rev. ed. N. Y., Silver, Burdett, '11. c. 10+199 p. il. double pl. 12°, \$1.50.

Batdorf, J: W. The end of strife; nature's laws applied to incomes. N. Y., Broadway, '11. c. 151 p. 12°, \$1.

Benson, Irene Elliott. Expedition of the Jimmy-John twins; il. by Sarah Noble Ives. N. Y., McLoughlin Bros. 45 p. 4°, 25 c.

Benziger's advanced geography for the use of Catholic schools. N. Y., Benziger, '11. c. 255 p. il. maps, col. pls. f°, \$1.25.

Berry, E. S. Eucharistic liturgy in the Roman rite. N. Y., F. Pustet & Co., '11. c. 287 p. il. 8°, \$1.50 n.

Bible. Old Testament. Isaiah, book of the prophet Isaiah; introd. and notes by G. W. Wade. N. Y., E. S. Gorham, '11. 430 p. 8°, \$4.

Bible. New Testament. Gospels. A Gospel monogram, consisting of the entire texts R. V. of the four Gospels in a parallel harmony. N. Y., E. S. Gorham, '11. 514 p. 8°, \$2.

Bindloss, Harold. Vane of the timberlands. N. Y., Stokes, '11. c. 375 p. 12°, \$1.25 n.

Vane is a typical pioneer of the Northwest. With a mining claim discovered and working, he looks forward to the enjoyment of his money, but finds that with it he cannot help those he befriends, and it actually stands in the way of his winning the girl he loves in England, where he has gone on a visit. He returns to the wilds, where he has stirring conflicts with nature and men in the pursuit of his often quixotic purposes, but in the end he wins the reward he craves.

Blacker, J. F. A B C of Japanese art. Phil., Jacobs, '11. 380 p. il 12°, \$2 n

Briggs, E: P. Fifty years on the road; the autobiography of a traveling salesman. Phil., Lyon & Armor, '11. c. 147 p. il. pors. 12°, \$1.

Burke, Mary C. School room echoes: [poetry.] Bk. 3. Bost., Badger, '11. c. 232 p. front. D. \$1.50.

Burrell, Mrs. Caroine Benedict, ed. The mothers' book: suggestions regarding the mental and moral development of children. N. Y., University Soc., '11. c. 7+323 p. 8°, \$2.

Cain, W: A brief course in the calculus. 3d ed., rev. N. Y., Van Nostrand, '11. c. '05-'07. 11+281 p. hf. leath., O. \$1.75 n.

Caspar's American interpreter. 71st ed. Milwaukee, Wis., C. N. Caspar Co. 480 p. 16°, 50 c.

Casson, Herb. Newton. Ads and sales; a study of advertising and selling, from the standpoint of the new principles of scientific management. Chic., A. C. McClurg, '11. c. 7+167 p. O. \$2.

Treats of the application of the principles of efficiency to advertising and sales. Author says that it is not true that new goods are manufactured to supply a demand, the truth being that both goods and demand have to be manufactured. Another of his statements is that the outside point of view is invaluable, as small improvements come from within; but almost invariably great improvements come from without.

Chadwick, Lester. The winning touchdown. N. Y., Cupples & L., '11. c. il. 12°, (College sports ser.) \$1.

Chapman, Allen. Darewell chums in a winter camp; or, Bart Keene's best shot. N. Y., Cupples & L., '11. c. il. 12°, 60 c.

Chateaubriand, François Auguste René, Vicomte de. Atala; ed., with introd., notes and vocab., by Timothy Cloran. N. Y., Jenkins, '11. c. 16+139 p. fold. map, 12°, (Romans chois.) 75 c.

Child, Fk. S: Country parish, ancient parsons and modern incidents. Bost., Pilgrim, '11. c. 251 p. pls. D. \$1.25 n.

Author disclaims any attempt to solve the problem of the country church, but puts before the reader the results of an adventure into the past to meet these old-time parsons and their friends in a social way. His pages picture a parson's life in a typical New England parish, Fairfield, Conn., dating back to pioneer days.

Clark, Felicia Buttz. Der Jesuit; in freier bearbeitung von Friedrich Munz. Cin., Jennings & G., '11. c. 303 p. 12°, \$1 n.

- Clark, Jos. Bourne.** "Blue Sky"; the life of Harriet Caswell-Broad. Bost., Pilgrim, '11. c. 9+238 p. pls. por. D. \$1 n.
Life of Mrs. Harriet Clark Caswell-Broad, formerly secretary of the Woman's Department of the Congregational Home Missionary Society and devoted worker among the Indians of Cattaraugus Reservation, who named her Blue Sky. She was born in Massachusetts in 1834 and died in 1908.
- Coloma, Luis.** John Poverty; tr. from the Spanish by E. M. Brookes. Phil., H. L. Kilner & Co., '11. c. 263 p. 12°, \$1.25.
- Committee on Religious Education of the Congregational Conference of Illinois.** The efficient Sunday school: how to begin. Bost., Pilgrim, '11. c. 36 p. D. pap., 15 c.
- Consumers' League of Connecticut.** A glance at some European and American vocational schools for children from twelve to sixteen years of age. Hartford, Ct., Consumers' League of Ct., '11. 64 p. front. pls. 8°, 50 c.
- Craig, E. Gordon.** On the art of the theatre. Chic., Browne's B'kstore, 19+295 p. pls. O. \$2 n.; ed. de luxe, \$7.50 n. (75 copies.)
Author, who is the son of Ellen Terry, has had experience as actor, stage-manager, designer of scenes and costumes, and here states his ideals and aims in regard to the theatre. He believes that Shakespeare's plays should be read, not acted; that there is a strong case against the written play; that so-called realism is a crime against art, and that the actor should invent with the aid of nature. There are chapters on Plays and playwrights; Actor and the über-marionette; Theatre in Russia, Germany and England; Realism and the actor; Symbolism, etc.
- Crane, Fk.** Business and kingdom come. Chic., Forbes & Co., '12. c. 100 p. D. 75 c. n.
Book gives author's impressions of the "human side," as he calls it, of the National Cash Register Co. of Dayton, Ohio. This company claims that its ethical and altruistic methods pay, and Mr. Crane discusses the question whether it is hypocrisy or sound sense and helpful.
- Crooker, Jos. H.** Supremacy of Jesus. New and enl. ed. N. Y., Am. Unitarian. 186 p. 12°, \$1.
- Darwin, Bernard.** Golf courses in the British Isles; painted by Harry Rountree. N. Y., Appleton, '11. 4°, \$5.50 special n.
- D'Auvergne, Edm. B.** The bride of two kings; a forgotten tragedy of the Portuguese court; with 13 il., including a photogravure frontispiece. N. Y., Appleton, '11. 320 p. pls. por. 8°, \$4 n.
- Dawson, H: Clay.** The hog book; embodying the experience of fifty years in the practical handling of swine in the American cornbelt. Chic., Breeder's Gazette, '11. c. 414 p. il. por. 12°, \$1.50.
- Dell, Ethel May.** The way of an eagle. N. Y., Putnam, '11. c. 5+406 p. D. \$1.35 n.
Scene is laid in India and England. When the story opens, four white officers and a handful of native troops are besieged in a mountain fortress during a general uprising. The general's daughter is with him, and he asks one of the officers to volunteer to save the girl from falling into the enemies' hands. Nick Ratcliffe promises, and that night, after the general is killed, disguises himself and Muriel and escapes through the enemies' lines. Muriel fears him and constantly misunderstands his actions, and it is only after months of suffering for both that she accepts his love and learns to return it.
- Denny, Mary Putnam.** The prophet of Florence. Bost., Badger, '11. c. 104 p. front. 12°, \$1.
- Dewar, Douglas.** Jurgle folk; Indian natural history sketches. N. Y., J: Lane, '12. 8+271 p. O. \$4 n.
Interesting accounts of the smaller jungle animals of India, birds, snakes, squirrels, the mongoose, etc., by the author of "Birds of the plains," "Indian birds." Index.
- Douglass, Truman O.** The pilgrims of Iowa. Bost., Pilgrim, '11. c. 14+422 p. por. O. \$2 n.
Account of Congregationalism in Iowa by the superintendent of Home Missions in the state during the last twenty-five years, a service which has brought him into touch with all its ministers, churches and institutions. He gives a sketch of the Iowa Band, the young men from Andover who went out to Iowa in 1843, and also account of some stirring wartime incidents and a general history of the state's development. There is a list of churches, a "who's who" and an index.
- Dryden, J:** All for love and The Spanish fryar; ed. by W: Strunk, jr. Bost., Heath, '11. c. 45+340 p. (8 p. bibl.) por. 16°, (Belles-lettres ser., Section 3, English drama; ed. by G. P. Baker.) 60 c. n.
- Ellis, E: Sylvester.** The hunter's cabin; an episode of the early settlements of southern Ohio. N. Y., Hurst, '11. c. 256 p. pls. 12°, 50 c.
- Ellis, E: Sylvester.** Irona; or, life on the southwest border. N. Y., Hurst, '11. c. 245 p. pls. 12°, 50 c. n.
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Under "**BOOKS FOR SALE**" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

BOOK MANUFACTURING

COMPLETE BOOK MANUFACTURING

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y. Near Brooklyn Bridge. Printers and Binders. Large and complete facilities for book making. Write for representative to call. Consultation invited.

Barr Printing House, Frankfort and Jacob Sts., New York. Complete facilities for composition, electrotyping, presswork and binding.

The De Vinne Press, 395 Lafayette St., New York. Fine Book Work, Illustrated and Plain. Privately Printed and Limited Editions. Magazines and Catalogues of All Descriptions. Electrotyping, Cloth and Pamphlet Binding.

Isaac Goldmann Co., 200-204 William Street, New York. Up-to-date Equipment for printing of every description. Composition in all Modern Languages. Presswork on Rotary, Cylinder and Harris Presses.

William G. Hewitt, 61-67 Navy St., Brooklyn, N. Y., Manufacturer of books, catalogs and magazines at the best competitive prices. Composition, electrotyping, stereotyping, presswork and pamphlet binding.

Write to L. H. Jenkins, Richmond, Va., for the manufacture of books, composition, printing or binding. Large plant devoted exclusively to edition work. Work for publishers a specialty. Right prices.

The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Extensive and up-to-date facilities for every description of printing, binding and general book-manufacturing.

Linguistic Printers' Co. (Neumann & Spark, Props.), 124 White St., N. Y. City. Composition, Electrotyping, Presswork. Magazines, Catalogues.

J. B. Lyon Company, Albany. Law and subscription book makers. General printers. Twenty-five composing machines, forty presses. Complete electrotype and stereotype foundries and binderies.

The Merrymount Press, D. B. Updike, 232 Summer St., Boston, undertakes all classes of printing which demand fine types, good press work, accurate proof-reading and tasteful typographic treatment.

The Norwood Press, Norwood, Mass. J. S. CUSHING Co., Composition and Electro. BERWICK & SMITH Co., Presswork. R. FLEMING & Co., Binding. New York Office: N. J. SMITH, 32 Union Square.

The Plimpton Press, Norwood, Mass., New York Office, 70 Fifth Ave. All kinds of Book Printing. Binding in Cloth and Fine Leather. "Perfect Book-making in its Entirety."

J. F. Tapley Co., 531-535 West 37th St., New York. Complete Edition bindery for cloth and leather work. No order too large or too complicated for us—"Taplex" Bindings.

The Trow Press, 201-213 E. 12th St., New York. Complete Book, Job and Magazine Office, fine color work, catalogues, etc., modern machinery, large facilities.

COMPOSITION AND PRESSWORK

The Rockwell & Churchill Press, 291-293 Congress St., Boston. Book Composition, Electro., and Presswork. High grade work; prompt service.

Scientific Press, 135-137 Johnson St., Brooklyn, N. Y. Music Books; High grade mathematical book work, Linotype and Monotype composition. Plate alterations a specialty.

Stanhope Press, F. H. Gilson Company, 54-60 Stanhope St., Boston. Music Books, Mathematical Books, Composition, Electrotyping, Printing and Binding.

COMPOSITION AND PRESSWORK—Continued

C. H. Simonds & Co., 297 Congress St., Boston
Book Composition and Electro., Linotype, Mono-
type, hand. Single and Perfecting Presswork.

CLOTH AND LEATHER BINDING

The American Book Bindery, Office, 265 Cherry
St. New York. Editions bound in cloth and
leather. Capacity, 18,000 books daily. Prompt and
reliable.

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y.
Near Brooklyn Bridge.
Cloth and Leather Binding in all branches.
Careful attention to detail.
Special methods for promptly handling large editions.
Write and our representative will call.

The Butler Ward Company, 497 Pearl St., near
Centre St., New York. Cloth and leather edition
work.

Thomas Y. Crowell Co., 426-428 West Broadway
New York. Edition binding of all kinds.

Grady Bookbinding Co., 132-142 W. 27th St., New
York. Equipped for large runs on time.

Wm. Koch & Sons, 61-65 N. J. R. R. Ave., Newark,
N. J. (Established 1865.) Extra Cloth and all styles
of Leather Bindings. Daily deliveries in New York.

Eugene C. Lewis Company, 214-218 William St.,
New York. Cloth, Leather, Edition and Catalog
Binding. Also high-class pamphlet work.

George McKibbin & Son, 78-80 Walker Street
(near Broadway), New York. FLEXIBLE Leather
and Cloth BOOKBINDING a Specialty.

Pfister Book Binding Co., 141-145 East 25th St.,
New York. Cloth and leather edition work, and
job book binding.

The Trow Press, 201-213 E. 12th St., N. Y. Large modern
edition binderies for leather, cloth, pamphlet work.

H. Wolff, 518-534 W. 26th Street, New York. Bindery
completely equipped for edition work in cloth, half
leather, and full leather. Capacity, 100,000 books
per week.

EXTRA BINDING FOR THE TRADE

Henry Blackwell, 10th Street and University Place,
New York. Plain and artistic Bookbinding, in all
varieties of leather, singly or in quantities.

Ernst Hertzberg & Sons, 64 West Randolph St.,
Chicago. Hand-made books. Best equipped bind-
ery in country. Newest designs, restoring, inlaying,
etc. Prices reasonable. Gold medal, St. Louis, 1904.

The Knickerbocker Press, New Rochelle and 2
West 45th Street, New York (G. P. Putnam's Sons).
Highest grades of extra binding in Levant, Morocco,
and Calif.

James Macdonald, 132 West 27th St., New York.
Established 1880. Leather art binding for sets or
single vols. Inlaying, mending, cleaning a specialty.

Stikeman & Co., 110-114 West 32d St., New York. All
styles of binding in leather, single volumes or in
quantities. Mending, inlaying, etc. Cases for rare
editions.

C. A. Sullivan, Island View Pl., New Rochelle, N. Y.
Fine Bindings in Morocco and Levant. Old Books
cleaned and repaired with special care.

BOOKBINDERS' CLOTHS

Fab-rik-o-na Mills, Bloomfield, New Jersey. Manu-
facturers of Wiboco Book Cloths. Sample books
furnished on request. H. B. Wiggin's Sons Co.

The Holliston Mills, of Norwood, Mass., manu-
facturers of fine book cloths in all styles, colors, and
patterns. New York office, No. 67 Fifth Avenue,
Sample books furnished.

PAPER MANUFACTURERS.

The Wanaque River Paper Co., 290 Broadway,
New York City. Manufacturers of Supatone, also
Super and M. F. Book Papers.

DIE CUTTERS AND ENGRAVERS

Becker Bros. Engraving Co., 26 East 13th St.,
New York. Fully equipped for artistic designing
and die cutting. Established 1880.

HALF-TONE and OTHER PLATES

The Hagopian Photo-Engraving Co., 39 East
20th St., New York. Pioneers in the development
of photo-engraved plates.

COLOR PROCESS PLATES

Gatchel & Manning (Estab. 1889), Philadelphia.
DESIGNERS, ILLUSTRATORS and ENGRAV-
ERS of Plates in one or more colors for Publishers
and Printers.

COLOR PRINTERS

C. S. Hammond & Co., Sales Department, 30 Church
St.; Offices and Works, 22 Thames St., N. Y. Map
specialties. Color printing for trade.

Zeese-Wilkinson Co., 213-217 E. 24th St., N. Y.
Specialists for Color Printing Plates Offset printing.

**TRANSLATIONS FROM AND INTO
FOREIGN LANGUAGES**

General School of Languages, 223 E. 124th St.,
N. Y. From and into Engl., French, German, Span-
ish, Italian, etc., commercial, techn., scientific.

INDEXING

C. H. Denison's Index, also flat indexing and gold
lettering. D. T. S. DENISON, 152 E. 23rd St., N. Y.

BOOK TRADE SPECIALTIES**RARE BOOKS AND AUTOGRAPHS**

Dodd & Livingston, Fourth Ave. and 30th St., N. Y.
City. Dealers in Rare Books, Autograph Letters,
Manuscripts. Correspondence Invited.

MAGAZINES—BACK NUMBERS

American Magazine Exchange, St. Louis, Mo.

Back Numbers of Magazines supplied by HENRI
GERARD, 83 Nassau St., New York.

The Boston Book Co., Boston, Mass. Complete
files and back volumes of magazines

Back vols. and nos. of magazines supplied. PHILA-
DELPHIA MAGAZINE DEPOT, 326 N. 10th St., Phila., Pa.

A. S. Clark, Peekskill, N. Y. "Out of print" Books
and Pamphlets. Magazines, both common and scarce.

California Magazine Depot, 104 South Broadway,
Los Angeles. All California Magazines and Books
supplied.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

NEWSPAPERS—BACK NUMBERS

Metropolitan Distrib. Co., 219 E. 23d St., N. Y.
New York newspapers complete files for ten years.

FOREIGN BOOKS

International News Co., 39 & 41 Chambers St.,
New York. Importers of Foreign Publications.

William R. Jenkins Co., 851 and 853 Sixth Ave.,
cor. 48th St., New York. French, German, Italian,
Spanish and other foreign languages.

Lemcke & Buechner, 32 West 27th St., New York.
All foreign books and periodicals.

FOREIGN BOOKS—Continued.

Ritter & Flebbe. Foreign Books. Send for Our Catalogues. 149a Tremont St., Boston.

Schoenhof Book Co., Boston, Mass. Foreign Books of all description. Catalogues.

F. C. Stechert Co., Inc., 29-35 West 32nd St., New York. Domestic and foreign books and periodicals.

G. E. Stechert & Co., 151-155 West 25th St., New York. Importers of Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

DIARIES

B. W. Huebsch, 225 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

KINDERGARTEN AND SCHOOL SUPPLIES

E. Steiger & Co., New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalogs gratis.

MASONIC BOOKS AND GOODS

Macoy Publishing and Masonic Supply Co., 45, 47, 49 John St., New York.

MAPS, GLOBES AND ATLASES

C. S. Hammond & Co., 30 Church St., N. Y. Atlases, School Maps, State Maps, Road Maps, Globes.

SHORTHAND AND TYPEWRITING BOOKS

Phonographic Institute Co., Cincinnati, O. Publishers of the Benn Pitman System.

Isaac Pitman & Sons, 2 West 45th St., New York.

STATIONERY NOVELTIES

William J. Burkhardt, 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Penwipers

TRADE LISTS, FAC-SIMILES, ETC.

The Trow Directories and Trade Lists, 202 E. 12th St., N. Y. Lists of all businesses and professions in U. S., Canada, and Foreign. Fac-simile letters, folding, addressing and mailing.

DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers in U. S. and Canada, \$1.00; **Directory of 1200 of the best Public Libraries** in U. S. and Canada, with names of librarian, also a list of 1200 Private Collectors of Books, bound together, \$5.00. PUBLISHERS' WEEKLY, 298 Broadway, N. Y.

BOOKS WANTED.

J. Abrahams, 145 4th Ave., N. Y. [Cash.]

Edward J. Lowell, Hessians and other German Auxiliaries of G. B. in American Revolutionary War. Pub. by Harper Bros., 1884.

F. G. Allen, 78 Genesee St., Auburn, N. Y. 2 vol. Fairbairn's Heraldry.

Amer. Antiquarian Soc., Worcester, Mass.

All American almanacs previous to 1850, excepting Farmers', Ames, Christian and American Almanacs.

Am. Bapt. Pub. Soc., 107 South Wabash Ave., Chicago, Ill.

Potter Genealogy, ed. by Chas. Edward Potter. Pub. by Alfred Mudge & Co., Boston.

Reformers Before the Reformation, by Ulman.

American News Co., 11 Park Place, N. Y.

Four Centuries of Fire Arms, by Warren H. Miller.

John R. Anderson, 67 Fifth Ave., N. Y.

3 Phillips, Maurice, Teaching of the Vedas.

South America, the Neglected Continent.

Wycliff Soc. Pubs., Latin works, all after vol. 1,

De Avilidominio.

Any works on Library Economy.

Genealogy of James Morgan.

1000 books on Fletcher A. L. A. Index.

A. Arthur, 332 N. 8th St., Phila., Pa.

Geo. Balcombe, a novel, vol. 1, black cloth. New York, 1836, Harper & Brothers.

F. S. Bailey, University Block, Syracuse, N. Y.

Culm Rock.

After Years.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Budget of Paradoxes, Augustus De Morgan.

N. J. Bartlett & Co., 28 Cornhill, Boston.

Samuel's From Forecastle to Cabin.

Arthur F. Bird, 22 Bedford St., Strand, Lond., Eng.

Literary History of Am. Revolution, by M. C. Tyler.

Cyclopædia of Am. Literature, by Duyckinck.

Forbush, Boy's Life of Christ.

C. H. Barr, Lancaster, Pa.

Life in a Man-of-War by a For-topman, by Lydia R. Bailey. Phila., 1841.

G. Blatchford, Pittsfield, Mass.

History of Goshen. Pub. by Case Lockwood & Co.

Book Exchange, So. Bethlehem, Pa.

40 Baskerville and Curtman's Qual. Chem. Analysis.

5 Bernthsen's Organic Chemistry.

10 Crocker's Electric Lighting, vol. 2.

10 Erni and Brown's Mineralogy, Simplified.

10 Faunce's Descript. Geometry.

30 Franklin & MacNutt's Light and Sound.

10 each Franklin and Esty's Elem. of Elect. Eng.,

vols. 1 and 2

25 Granville's P. & S. Trig., without tables.

30 each Heck's Steam Engine, vols. 1 and 2.

15 Kemp's Handbook of Rocks.

10 Ketchum's Steel Mill Buildings.

30 Martin's Textbook of Mechanics, vol. 2.

10 Merriman's Handbook for Surveyors.

10 each Merriman's Roofs and Bridges, pts. 1 and 4.

15 Nagle's Manual for R. R. Engineers.

20 Osborne's Diff. and Integ. Calculus.

20 Phillips and Strong's P. & S. Trig., without tables.

10 Ries's Economic Geology.

25 Seccombe and Allen's Age of Shakespeare, vol. 2.

5 Stodola's Steam Turbine.

10 Taylor and Thompson's Extracts on Reinforced

Concrete.

30 Whitely's Chemical Calculations.

5 each Weisbach and Herrmann's Mech. of Hoisting,

Pumping and Air Machinery.

10 Young's General Astronomy.

All books must be latest editions, and, if second-

hand, in good salable condition.

Book and Print Shop, 24 W. 39th St., N. Y.

Life of Alexander Duff, by Geo. Smith, 2 vols., 1879.

Sydney Smith, Works, 3 vols. Longmans.

The Boston Book Co., 83 Francis St., Fenway, Boston, Mass.

Bailey's Cyclopædia of Horticulture, vols. 1, 3, 6, 1906 ed.

BOOKS WANTED.—Continued.

The Boston Book Co.—Continued.

Baptist Quar. Rev., Jan., '91, 50 c.
 Canadian Mag., Jl., '03, and late nos. Send for list.
 Charities, nos. in 1st 15 vols. Quote or send list.
 Int. Studio, special nos. St. Gaudens, Master Painters of Britain.
 Living Age, nos. 2950, 2954, 3133, 3134, 3155 or vols. containing.
 Quar. Jour. Economics, vols. or odd nos. Quote list.

Boston Medical Library, 8 Fenway, Boston.

Am. Poultry Journal.
 Am. Poultry World.
 Reliable Poultry Journal.

Brentano's, 5th Ave. and 27th St., N. Y.

St. Simon's Memoirs, 4 vols. Pub. by Hardy, Pratt & Co.
 Memoirs of the Barcness de Courtot.

Brentano's, 1228 F St., N. W., Washington, D. C.

Hudson, Birds of Patagonia.
 Hudson, Naturalists on the La Plata.
 Sale, Manors of Virginia.
 American Lawn Tennis, Sept. 15, 1911.

Charles A. Brewster, Troy, N. Y.

Sheridan's Memoirs, early ed.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

New Poems, Watts-Dunton.



LATHROP C. HARPER,
 Well-Known Dealers.—No. 44

Edmund D. Brooks, 89 10th St., South, Minneapolis, Minn.

The Witchery of Archery, by Maurice Thompson.
 Theological Essays, Frederick Denison Maurice.

Browne's Book Store, Fine Arts Building, Chicago.

The Etched Work of Whistler, compiled by E. G. Kennedy. Grolier Club, 1910.
 Abbott's Official Report of the Beecher Trial, 2 vols. (the case for the defense).
 Text Book of Pen and Ink Drawing, I. C. S. Scranton.

Bryant & Douglas Book and Stationery Co., 900 Grand Ave., Kansas City, Mo.

O'Connor, Three Tales.

Buffalo Public Library, Buffalo, N. Y.

U. S. Patent Office, Annual Report of the Commissioner of Patents, 1858, vol. 1.

H. F. Burnham, 943 Fulton St., Brooklyn, N. Y. (Cash)

Trial of Effie Deans, with Key.

The Burnham Antique Book Store, Boston, Mass.

Bound volumes of Sunbeams, Woman's World, Sunshine, Housewife, American Woman, Home Queen, Puritan [Argosy], previous to 1896.

The Burnham Antique Book Store.—Continued

Harrison's Crichton. Routledge pub.
 Wayne's Orderly Book.

Business Book Bureau, 13 Astor Place, N. Y.

Premises of Political Economy, by S. N. Patten.

D. A. Callahan, 164 S. Main St., Salt Lake City, Utah.

Lost Tales of Miletus, by Lytton.
 Cyclopedia of Names. Century Co.

C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.

Greene, Medical Examination for Life Insurance.
 Cross, American Compounder, or any book on subject.

Central Curio and Book Concern, 9 N. 9th St., St. Louis, Mo.

Marquette, Discovery of Some New Countries. London, 1698.
 Atwater, Indians of the Northwest. Columbus, 1850.
 Beckwith, Illinois and Indiana Indians. Chicago, 1884.
 Beck, Gazetteer Illinois and Missouri. Albany, 1823.

Chicago Medical Book Co., Chicago, Ill.

Woman Revealed, by Nancy McKay Gorden.
 Majesty of Sex, by Nancy McKay Gorden.

Clapp & Leake, 70 N. Pearl St., Albany, N. Y.

Lord Houghton's Monographs, 1873.

The A. H. Clark Co., Caxton Bldg., Cleveland, O.

The Philippine Islands: 1493-1898, 55 vols.
 Holman, Dr. John McLoughlin.
 Audubon's Western Journal.
 Dellenbaugh, Breaking the Wilderness.
 Espy's Tour in Ohio (Ohio Valley Hist. Series).
 Fowler (Ellen T.), The Farringtons.
 Hildredth's Pioneer History.
 Hildredth's Early Pioneer Settlers of Ohio.
 Jesuit Relations and Allied Documents, 73 vols.
 Strain (Mrs. E. H.), A Man's Foes.
 Langlois, Introduction to Study of History.
 Pattie's Personal Narrative, 1833.
 Roberts, Memoirs of John Bannister Gibson.
 French, Historical Coll. of Louisiana, vol. 4.
 Hyde Genealogy, vol. 1.
 The Kirbys of New England.
 Talcott's Guilford Pedigrees.
 Foster, The Lord Family.
 May Flower Descendant, Jan., 1904 to date.
 Dalliba's Battle of Brownstown, 1816.
 Garrard's Wah-to-yah and the Taos Trail.
 Daily (Rev. Wm. M.), Discourses from the Pulpit. Cin., 1865.
 Schoolcraft's Indians, vol. 5.
 Railway Age, vol. 17.
 Ratterman's German Pioneer. Cin., 1869, etc.
 Diary of Gideon Wells, 3 vols.
 Ridpath Library of Universal Literature.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Eona, Alphonso Woods. New Class Book of Botany.
 Coulter's Botany of Western Texas, Coulter. Univ. of Chic.
 Mary and I Go to Europe, Lyle.
 How Woman May Earn a Living, Candee.

H. W. Collins, 518 S. Hill St., Los Angeles, Cal.

Herrick Genealogy. Columbus, 1885.
 Dodd's East Haven Register.
 The Diary of a 40er, C. L. Canfield.
 Where Sets the Sun, Mrs. H. G. Otis, Popular ed.
 Fairall, Criminal Law, 2d ed.
 Dictionary of National Biography. Stephen & Lee.
 Three Episodes of Mass. History, Chas. F. Adams, 2 vols.

Columbia University Book Store, 117th St. and Broadway, N. Y.

Talmudic and Other Legends, tr. by L. Weisse, 2d ed. Rosenthal or Stettiner & Lambert.

Irving S. Colwell, 97 Genesee St., Auburn, N. Y.

Stoddard's Lectures, sets and odd vols.

BOOKS WANTED.—Continued.

Connor's Book Store, 232 Meridian St., E. Boston, Mass.

Deeringforth.
Spaulding Baseball Guide, 1897.
Battle of the Giants.
Hornbook & Battledore's 6000 Years of History.

Co-operative Press, Charlotte, N. C. [Cash.]

Edgrin's Eng.-Ital. and Ital.-Eng. Dictionary.
De Kock, any odd vols.
Ibsen's Life and Letters or Works.
Brann's Iconoclast, vol. 1-2, 1st ed., also late ed.
Dunbar's Life and Works, 1 vol. ed.
Genealogies of Ross Family of Pa.
Chemistry of Stereotyping, Dry Matrix, etc., late ed.
Any N. C. History, cheap.
I. C. S. on Water Color.
Moody's Life and Works, 1 vol.
Capt. Nauceman, Rev. War Story.

The Corner Bookstores, Ithaca, N. Y.

Anglo-Saxon Dictionary, Bosworth & Toller, bound.
Parts 1-4, Oxford Press, shelf worn or 2d hand.

Cox Book Co., 17 W. 125th St., N. Y.

Palmoni, or Numerals of Scripture, by M. Mahan, D.D.
Astrology of the Old Testament, by Karl Anderson.
Pistis Sophia, B. Meade.

Oromarty Law Book Co., 1112 Chestnut St., Philadelphia, Pa.

Saskatchewan Statutes, 1908-1909.
Wallace, Reports, 4th ed.

R. W. Crothers, 122 E. 19th St., N. Y. [Cash.]

H. McE. Kimball's Blessed Company of Faithful.
Life and Times of Martin Luther. Pub. H. Gray & Co., Boston, 1839.
Snead-Cox, Cardinal Vaughan.
Maxwell Scott, Mme. Elizabeth of France.
Barry, Literary Life of Newman.
Manning, Internal Mission of Holy Ghost.
Manning, Sin and Its Consequences.
L. Guiney, Edmund Campion.
Benson's St. Thomas of Canterbury.
J. M. Stone, Renaissance and Reformation.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

Dunlap's History of the Art of Design.
Origin and Destiny of Man, by John Senff.
Our Race News Leaflet, Jan., July, 1896.

John F. Davies, Silver Bow Block, Butte, Mont.

Henshall, Dr., Ye Gods and Little Fishes.
Young, Through Hell with Hiprah Hunt.

Davis Book Store, 41 W. 42d St., N. Y.

Chimmie Fadden.
French Furniture and Decoration, by Lady Dilke.
Color in the Flower Garden, Jekyll.
English Flower Garden, by Robinson.

Dawson's Bookshop, 518 S. Hill St., Los Angeles, Cal.

Calif., Arizona and Southwestern books wanted.

Dewitt & Snelling, 9 Telegraph Ave., Oakland, Cal.

Sailing Round the World, Slocum.
First Man in the Moon, Wells.
Crimes of Preachers, Bennett.
Mineral Springs of Cal., Anderson.
Shells and Sea Life, Keep.
Evolution of Man and His Religion, Norton.
Chatelaine of Le Trinita, Fuller.
The Blazing Star, Greene. Pub. Boston, 1872.

Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

Apples of New York, vol. 1 only.
N. Y. Stock Exchange Listings.
Illustrated Railroad Catalogues, any.
Financial Reviews, 1898, 1899.

L. S. Donaldson Co., Minneapolis, Minn.

Set of Modern Eloquence, Reed, cloth or hf. leather.

Chas. H. Dressel, 552 Broad St., Newark, N. J. [Cash.]

James, The Unpardonable War.
Songs in the Night, by Judith B. Knight.
Candish on Genesis.
Popular History of France, by Guizot, green cloth, 8vo. Estes & Lauriat, vol. 3 only.

H. & W. B. Drew Co., Jacksonville, Fla.

Barres' Notes on the New Testament.

Daniel Dunn, 677-679 Fulton St., Brooklyn, N. Y.

Tylor's Primitive Culture, vol. 1.
Watts' Chemistry, vols. 3 and 4, give date and pub.
Forester, Sporting Scenes and Characters, vol. 2.
Silver Sunbeam, old work on photography.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

History of Livingston County, by Lockwood L. Dody, 1876.
History of Norwalk, Connecticut, by C. M. Sellecke, 1896.
Genesee Valley, any work on.
Grace O'Malley, by Mochray.
Galloping Dick, by H. B. M. Watson. John Lane Co.
"Pretty Peggy O." Dodd, Mead & Co.
History of England in Verse, by Hannah Townsend. Phila., 1852.
Lord's Beacon Lights of History, new ed.

The Eichelberger Book Co., 308 N. Charles St., Baltimore, Md.

Carroll, Through the Looking Glass, Peter Newell ed., green cloth, early ed.
Macdonald, Double Story.
Fields, Memoirs of Many Men, 1873.
Puffendorf, International Law.

Buchhandlung Gustav Fock, G. m. b. H., Leipzig, Germany.

American Journal of Theology, compl. set.
Annals of the Astron. Observatory of Harvard College, vol. 4.
Harrod, Latin Terms of Endearment.
Zolman, Study of the Sepulchral Inscript.
Plotin, ed. Kreuzer, 2 vols.
Tallack, Howard Letters.
Mustafi Nuzhat al Kulub, ed. Bombay.
Spenser, Works, ed. by Norris.
Gunther, A., Catalogue of the avanthopterygian fishes in the Brit. Mus. Tom. IV. to VII.
Birch, S., Facsimile on an Egyptian Uicratic Papyrus of the reign of Rameses III., 1876.
Journal of the Chem. Soc. of London, 1911.
Smith, Math. Papers, ed. by Glaisher, 2 vols., 1894.
Maxwell, Scientific Papers, 2 vols.
Biologia Centrali-Amer. The Botan.
Journal of Experiment. Medicine, 1-XI.
Cayley, Mathemat. Papers, 14 vols.
Dana, Crustacea of the U. S. Explor. Exped.
Encyclopædia Britannica, Amer. ed.

Forbes & Wallace, Springfield, Mass.

History of Scotland, 2 vols., Sir Walter Scott.

W. & G. Foyle, 135 Charing Cross Road, London, Eng.

Percy, Mechanical Equipment of Collieries.
Pereira, Selecta e Prescriptis since 1890.
Perris, History of Peace and War.
Perry and Maycock, Electric Lighting, vol. 1.
Pershing, Nervous and Mental Diseases.

Funk & Wagnalls Co., 23d St., and 4th Ave., N. Y.

3 copies The Tribune Primer, by Eugene Field.
Forty Years of Oratory, by Daniel W. Voorhees.
History of Christian Religion to the Year Two Hundred, by Chas. B. Waite. Pub. 1884.

Phillip H. Furman Co., 363 W. 51st St., N. Y.

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Treatise on Surveying, by John Gummere. Formerly pub. by Applegate, Cincinnati.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Anti-Masonic almanacs.
Bandelier, Archæolog. Institute, Report, vol. 1.
Bonney, Legacy of Hist. Gleanings.
Cross, True Masonic Chart. New Haven, 1819.
Morgan, Wm., Illus. of Masonry.
Preston, Wm., Illus. of Masonry. Alexandria, 1804.
Punkin, Jonathan, Downfall of Masonry. Harrisburg, 1838.
Smith, Wm., Ahiman Rezon. Phila., 1783.
Stiles, Ancient Wethersfield.
Webb, Freemason's Monitor.

George Gregory, 5 Argyle St., Bath, Eng.

Thackeray's Works, Ed. de luxe, vol. 1.
Mark Twain's Gilded Age. Hartford, 1874.
Mark Twain's Old Times on Mississippi. Toronto, 1876.
Mitchell's Yellow Fever of Virginia, 1743.

H. Gregory, 116 Union St., Providence, R. I.

Elwell, Colonial Silverware of 17th and 18th Centuries.
Forbes, Life of L. Napoleon.
Harris, J. C., Tar Baby.
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Perrault, Old French Fairy Tales.
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Haines, According to Grandma.

Hall & O'Malley, 62 Cortlandt St., N. Y.

Calman's Some Errors of Modern Judaism.
Comer's Navigation Simplified.
Freeman's Norman Conquest, vol. 5. Macmillan.
Howe's Metallurgy of Steel.
Redpath's Echoes from Harper's Ferry.
Stoughton's Metallurgy of Iron and Steel.

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Chapman and Hall, Dickens, 30 vols.

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Baker, American Country Homes and Their Gardens.
Ferguson, History of Eastern and Indian Architecture. London, 1876.

E. Higgins Co., Toledo, O.

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Winter Time, by Rose Porter.
Zimmerman on Solitude.

Hirschfeld Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.

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Stevens, Copper Handbook, Lib. of Technology Civil Eng., 1908.
Browning, Letters of. Scribner, 2 vols.
Henrietta, Letters of.
St. Nicholas, bound and unbound, list.

Houston Lyceum and Carnegie Library, Houston, Tex.

Mendelsohn, F., Letters and Recollections, ed. by F. Hiller.
Maitland, F., Life of Schumann.
Rockstro, W. S., Mendelsohn.
Niecks, F., Life of Chopin, 2 vols.
Frost, Life of Schubert.
Williams, H. S., History of Science.

The Hub Magazine Co., 110 Tremont St., Boston.

Educational Review, Sept., Nov., Dec., 1900; Nov., 1901.
Popular Science Monthly, Supplements nos. 2, 3.
St. Nicholas, Nov., Dec., 1873, or vol. 1.

George P. Humphrey, Rochester, N. Y. [Cash.]

Complete set of Garden and Forest.
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Lee of Virginia, 1642-1892, by Edm. Jennings Lee.

Illinois Book Exchange, 407 Lakeside Building, Chicago, Ill.

International Encyclopedia, 22 vols., hf. morocco.
New American Encyclopedia, vol. 5. Appleton & Co. Ed. 1872, sheep.
Martindale's Law Directory, 1912.
Book Prices Current, 1911.

William R. Jenkins Co., 851 6th Ave., N. Y.

Coblentz, Handbook of Pharmacy.

E. W. Johnson, 351 4th Ave., N. Y.

Cook, Anthology of English Verse, 1902.
Stanley, Through the Dark Continent, cloth.
McLaughlin, Life of Matthew Lyon.
Sun Dials, any items.
Howe's American Biographical Notes.
Stedman's American Anthology, hf. calf.
Stedman's Victorian Anthology, hf. calf.
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Johnson's Book Store, 391 Main St., Springfield, Mass.

Wake, Evolution of Morals. Pub. by Trubner, London, 1878.

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Life of P. T. Barnum.

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Nietzsche, Thus Spake Zarathustra. Macmillan.

J. Kuhlman, 326 N. 16th St., Phila., Pa.
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Popular Science Monthly, Jan., 1905.
Outing, for July, 1903.
Forum, 1886 and '87, odd numbers.
Congr. Quart. Rev., 1873, '75, '77, '78.
Economic Studies, vol. 3, no. 4.
Bibelot, Febr., 1899.
Geogr. Soc. of Phila., Bulletin, vol. 1, no. 1.
Journal of Micology, any numbers.
Municipal Affairs, N. Y., any numbers.
McClure's Mag., N. Y., Aug., 1893; Jan. and Aug., '94.

Niel Morrow Ladd Co., 646 Fulton St., Brooklyn, N. Y.

Clinton, Cornwallis Controversy growing out of the Campaign of Virginia, 1781. London, 1888, vol. 1 only.
Coriat's Crudities.
Vallery-Radot, Life of Pasteur, 2 vols., 1902. McClure.
Correspondence of Sir Richard Steele, 2 vols., Nichols & Son, 1809.
Memoirs of the Life and Writings of Sir Richard Steele, by H. R. Montgomery, 2 vols. Nimmo, 1865.
Bancroft, History of the U. S., vol. 8 of the 10 vol. ed., brown cloth.
De Voe, The Market Assistant.
De Voe, The Market.
Map for Kendall's Narrative of the Texas and Santa Fe Expedition.
Barruel's Memoirs. Hartford, 1797, 2 vols.
Brennan on the Moor.
Macaulay's History of the Catholic Church.

Lamb Pub. Co., 225 5th Ave., N. Y.

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Thus Spake Zarathustra, Nietzsche.

Leary, Stuart & Co., 9 So. 9th St., Phila., Pa.

Thomas Jones, Principles and Practice of Book-keeping. Wiley & Putnam, 1841.
Political Fallacies Which Have Brought on This Civil War, etc., by George Junkin.
Smith, Nathan, Typhoid Fever, 1825.
Gausson, World's Birthday.

Lexington Book Shop, 120 E. 89th St., N. Y.

Sonnets of the Century, ed. by Wm. Sharpe.
Laut, Lords of the North.
White, Conflict between Science and Theology in Christendom.

Library of Congress, Washington, D. C.

Lanier, James F. D., Sketch of the life of J. F. D. Lanier, with genealogical appendix by Sidney Lanier. 2d ed., 1877.

Librairie Francaise, 10 Rue de la Tribune, Brussels, Belgium.

Stirner (Max), The Ego and His Own. 2 copies.
Second-hand catalogues, please send.
Disraeli, Curiosities of Literature.

Library of Kansas State Agricultural College, Manhattan, Kan.

Beecher, Patriotic Addresses in England and America, 1850-85. N. Y.

C. F. Liebeck, 442 E. 67th St., Chicago, Ill.

Gibbon's Rome, Harper's black clo. 12mo, 1850, vol. 2.
Genealogy Preston Family, Conn.
Genealogy Fetzer Family.
Campbell, Manufacture, etc., Steel.

Little, Brown & Co., 34 Beacon St., Boston.

Child Poems, including Lady Lil.
Arthur Macey's Poems.
Life of Pasteur, 2 vols., Vallery, Radot.
Rackham's Alice in Wonderland, ed. de luxe.

J. S. Lockwood, 43 Federal St., Boston, Mass.

Report of the National Museum for 1902. Govt. Ptg. Office, Washington.
Abel's Sanitary and Economic Cooking. Amer. Pub. Health Assn., 1889.

Frederick Loesser & Co., Brooklyn, N. Y.

Savage's Genealogical Dictionary.
Coming Thro' the Rye, Bentley ed.
Moorish Remains in Spain, by Calvert.
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Steel Engraved Alphabet Book. Pub. by Henry McLees.
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 Judson, City Roads and Pavements of Oswego, 1894.
 Kirkman, How Oil is Used for Fuel on Locomotives.
 Locomotive Tests and Exhibits, Penn. R. R. System.
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 Lord's Beacon Lights of History.
 Diary of a Chinese Girl.
 The Russian People, Maurice Baring.

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 Among the Berbers of Algeria, Wilkin. London, 1900.
 The Heart of Asia. Skrine & Ross, 1899.
 De Paris (Comte), History of the Civil War, vol. 4 or complete set.

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 Semmes, Services Afloat and Ashore in Mexican War.
 Mercure de France, Oct., 1903.
 Memoires de Lorenzo da Ponta, trans. by Chavanne.
 Paris, 1860. Le Livre, 1881.
 Blackman, Making of Hawaii.
 Fornander, Polynesian Race.
 Hitchcock, Hawaii and Its Volcanoes.
 A. Kramer, Hawaii, Ostwekronien und Samoa.

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The Illustrator, by Bowes.

Presbyterian Board of Pub., 400 Sutter St., San Francisco, Cal.

History of Marriage, by Westmarck.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

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Rockwell's Roads and Pavements in France.
Bloodgood, Treatise on Roads. Albany, 1838.
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The Roads and Walks of Central Fall, by Hughes.
The Construction and Case of Streets, by Greene. A paper read before the Commonwealth Club of N. Y.
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Pavement Construction and Economics, by Torrey. An address at the Street Paving Exposition, Indianapolis.
Road Material and Road Building in New York, by J. H. Merrill, 1897.
First Annual Report of the Citizens' Association for the Improvement of Streets and Roads of Philadelphia, 1871.

Publication Book Store, 211 16th St., Denver, Colo.

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G. P. Putnam's Sons, 2 W. 45th St., N. Y.

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Morrison, Hole in the Wall.
Biglow, Molinos.
Fraser, Real Siberia.
Lorentz, Theory of Electrons.

B. Quaritch, 11 Grafton St., New Bond St., London, W., Eng.

Charles Dickens and Maria Beadnell. Private Correspondence, ed. Stonehouse and Baker. Bibliophile Soc., Boston, 1908.
Shaw, 1st eds., as issued:
On Going to Church. New York, 1896.
Love Among the Artists. Chicago, 1900.
Cashel Byron's Profession, etc. Chicago, 1901.
Four Plays for Puritans. Chicago, 1900.
Irrational Knot. New York, 1905.
Dramatic Opinions and Essays, 2 vols. New York, 1906.
John Bull's Other Island, etc. New York, 1907.
Passion, Poison and Petrification. New York, 1907.
Sanity of Art. New York, 1908.
Or any others published in U. S. A. before 1896.
Maeterlinck (Maurice), 1st eds. as issued:
Our Friend the Dog. New York, 1904.
Any others before 1900.

Queen City Book Co., 615 Vine St., Cin., O.

Inman, Thos., Ancient Faith Embodied in Ancient Names, 2 vols.
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Chapin, Mountaineering in Colorado.
Marshall's Hist. of Ky.
N. Y., Phila., Balto., Boston, Wash., D. C., Directories.

Review of Reviews, 13 Astor Pl., N. Y.

Manzoni, the Betrothed, trans. by the Minevra Library, 1889.
Serao, Matchchild, The Land of Cockayne, trans.
Aleman, Mateo, Adventures of Guzman of Alfarache, trans. by E. Lowdell. London, 1885. Vizetelly, 3/6.
Anonymous, The Pleasant History of Lazarillo de Tormes, trans. (with Aleman's Guzman) by Brady. London, 1882; Nimmo, 2 vols., 15.
Cervantes, Exemplary Novels, trans. by W. K. Kelly, 1854.
Roscoe, Thomas, The Spanish Novelists. London, Warne, 1/6.
Galdos, Benito Perez, Dona Perfecta, trans.
Valdes, Armando Palacio, Sister Saint Sulpice, trans. Marta y Maria, trans.
The Grandee, trans.
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Algo's Gen. Eccle. History.
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J. Rosenbaum, 8 Bible House, N. Y.
Am. Book Prices Current, 1895, 1897, 1898, 1900, 1909, 1910.
Gibbons Rome, vol. 3 of 8 vol. ed., blue cloth, Murray's British Classics.

The St. Louis News Co., 1008 Locust St., St. Louis, Mo.
Lady Blount's Pilgrimage to the Nejd. Murray.
Sheridan's The Rivals, illus. by Abbey. Osgood, 1884.

St Paul Book and Stationery Co., St. Paul, Minn.
Bible in India, by Louis Jacolliot.
European and Japanese Gardens, by G. Brown. Pub. 1902.

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Griest, John and Mary. Lancaster, Pa., 1873.
Menus (Bills of Fare).

Theo. E. Schulte, 132 E. 23d St., N. Y.
Philo Christus.
1872 Letters written in Bost. to his friend in Paris. H. M., 1909.
Anstey, Brass Bottle.
First settlers Schenectady, Munsell. Albany.
Power of Illustrations, by John Dowling. Pub. by Sheldon, 1858.

John E. Scopes, 53 Maiden Lane, Albany, N. Y.
Lossing's Life of Washington.
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Cupid and Psyche, Harper ed.
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My Diary North and South, by Russell.

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Beadle's Dime Novels, any nos., by Edward S. Ellis. Pub. between 1860-75.

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